



# C & D

## CHEMIST AND DRUGGIST

SEPTEMBER 30 1967

### Autumn is double Dequadin time!

**DOUBLE**, because it's the coming of the sore throat season, when demand for Dequadin Lozenges rises sharply.

**DOUBLE**, because the new double-size Dequadin Lozenges forty-in-foil pack is now available, as well as the standard twenty tube.

Make sure your stocks of twenties and forties are well up to meet the autumn demand.



# Dequadin Trade Mark Lozenges

ALLEN & HANBURY LTD BETHNAL GREEN LONDON E2



Here's a colourful selling formula that the public have taken to their hearts—and to their beds! There is a hot water bottle to meet the requirements of every customer among the 11 different bottles, with prices ranging from 7/- to 32/6d: **COSIMAX** A seamless latex bottle with cosy velvety cover, super-safe with boiling water. 32/6d. **FLAG** Most popular of all Dunlop bottles, restyled for even greater customer appeal. 7/9d. **QUILTIE** A high-comfort bottle with a colourful cover of brushed fabric. 11/6d. **GOLLIWOG** A brand-new, gaily patterned bottle for the kiddies. 9/9d. \*All prices are recommended retail.

**PUT DUNLOP  
COLOUR ON  
DISPLAY**

**- the name will  
do the rest!**



House Gloves too go hand in hand with profits—sell the Dunlop branded Nitrile rubber 'Manicare' gloves or the unbranded 'Super Quality' latex gloves.

THE DUNLOP CO. LTD., G.R.G. DIVISION, CAMBRIDGE ST., MANCHESTER, 1.

**DUNLOP**

**HOT WATER BOTTLES  
HOT FAVOURITES  
QUICK SELLERS**



# NOW... Sales Managers can **SELECT** **CONNECT** and **DIRECT...through an** **ONWARD distributor**

## **YOU**

*Can make use of over 40  
national distribution points*

## **YOU**

*Can increase your sales force by more than 300 without  
extra cost*

## **YOU**

*Can be sure your products are delivered Rapidly and Efficiently*

## **ONWARD**

*Distributors know your customer*

## **ONWARD**

*Distributors support the private retail pharmacist*

## **ONWARD**

*Distributors ensure that the retail pharmacist receives  
The Best Products  
at  
The Best Prices*

# **DIRECT** through an **ONWARD distributor NOW...**

Allied Drug & Chemical Co. Ltd.	Ayrton Saunders & Co. Ltd.
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Herbert Ferryman Ltd.	Grimwade, Ridley & Co. (Ipswich) Ltd.
Hall, Forster & Co. Ltd.	J. H. Haywood Ltd. Jaynox Ltd.
Raimes, Clark & Co. Ltd.	Reynolds & Branson Ltd.
Ridley (Wholesale Chemists) Ltd.	Smith & Hill (Chemists) Ltd.
James Taylor (Tringate) Ltd.	T. A. Ward & Co. Ltd.

FOR FURTHER INFORMATION CONTACT

**ONWARD PHARMACEUTICAL SERVICES LTD.**

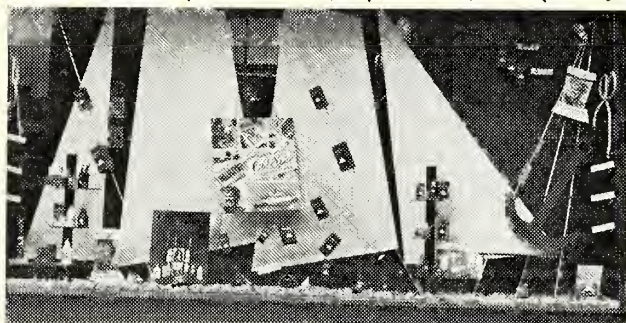
North End Road, Wembley, Middlesex. Telephone: 01-902 2033

**ONWARD**





▲1st Prize, South (B. Pitts M.P.S.) ▼2nd Prize, North (Hartleys)



▼1st Prize, North (Leeds Industrial Co-operative Soc.)



## Did you win in the *Old Spice* Holiday Promotion Window Display Competition?

The panel of judges met at 100 Brompton Road, London S.W.3 on Monday 18th September 1967. Five factors were taken into account during the judging and points were then added together to give the final mark. The five sections were:

1. Display of the poster provided by Shulton.
2. Presentation and style of the window display.
3. Detail and originality of the window.
4. How the Old Spice products were displayed.
5. Selling effectiveness of the window.

There was a tremendous response from Old Spice stockists and the general standard of window dressing was very high indeed.

This Promotion has now become an annual, and obviously very popular event. Several thousand stockists have again taken part this year and put a great deal of effort and initiative into their Old Spice window displays. I would like to thank all our customers participating for the time and enthusiasm they have devoted to this promotion and stress how much their co-operation is appreciated. I hope you all enjoyed it as much as we at Shulton did, and will join me in congratulating the winners.

*J. Shulton*  
Managing Director.





▲ 2nd Prize. South (H. Ridehalgh M.P.S.)

**1st PRIZES. P & O Mediterranean Cruises each for 2 people****NORTHERN AREA**

Leeds Industrial Co-operative Soc.,  
6 Albion Street, Leeds 1, Yorkshire.  
(E. C. Atkinson M.P.S.)

**SOUTHERN AREA**

B. Pitts M.P.S.,  
1504 Wimborne Road, Kinson,  
Bournemouth, Hants.

**2nd PRIZES. English Electric Deep Freeze units with Findus Frozen Foods****NORTHERN AREA**

Hartleys Chemists, 12 Red Lion St.,  
Burnley, Lancs. (W. E. Bradley)

Topping Brothers, 31 Church Street,  
Preston, Lancs. (Miss P. Topping)

**SOUTHERN AREA**

H. Ridehalgh M.P.S., 884 Wimborne  
Road, Bournemouth, Hants.

Brian Stroh M.P.S., 738 Holloway  
Road, London, N.19.

**3rd. PRIZES. Goblin Teasmades****AREA 1.**

Scotts Chemists Ltd.,  
27 Chancery Lane, London, W.C.2.  
M. & G. Green Ltd.,  
29-31 Ebury Bridge Road, London, S.W.1.  
R. Jackson M.P.S.,  
56 Theobalds Road, London, W.C.1.  
Benson & Co. Ltd. (Miss H. Cook),  
146 Great Portland Street, London, W.1.

**AREA 2.**

K. H. & L. M. Wright M.P.S.,  
7 The Ridgeway, Parklands, Chichester, Sussex.  
H. R. Sharp (Mrs. D. Kneller),  
Coombe Road, Brighton, Sussex.  
E. E. Dunkey Ltd.,  
4 Grove Corner, Great Bookham, Surrey.  
Gwatkin & Son (M. Jones),  
49 Grand Parade, Brighton, Sussex.

**AREA 3.**

C. J. Martin (Harlow) Ltd.,  
17 The Quadrant, Marshalswick,  
St. Albans, Herts.  
Bernes & Gabbey Ltd. (J. N. Bond),  
94 Haldens, Welwyn Garden City, Herts.  
Herbert & Shrive Ltd. (Miss V. & Mr. B. D. Shrive),  
202 Kingston Road, Teddington, Middx.  
E. T. Neal M.P.S.,  
5 Orbital Crescent, Leanesden, Wotford, Herts.

**AREA 4.**

Ralph C. Higgins M.P.S.,  
6 High Street, Kington, Radnorshire.  
Chapman Chemists Ltd.,  
26 Market Street, Haverfordwest, Pembro.  
Singleton Pharmacy (Charles R. Dickens PhC, M.P.S.),  
5 Dillwyn Road, Court Parade,  
Sketty, Swansea, Glam.  
S. R. Kelly B. Pharm. M.P.S.,  
11 Wern Road, Ystalyfera, Swansea, Glam.

**AREA 5.**

Beech Lane Pharmacy (J. Doods),  
Macclesfield, Cheshire.  
Balmford Chemists Ltd.,  
30 Tamworth Street, Lichfield, Staffs.  
Derby Co-operative Society (Mrs. L. Fowler),  
Albert Street, Derby.  
Compact Cosmetics,  
141 Market Street, Hyde, Cheshire.

**AREA 6.**

T. A. Ashcroft,  
97 Greenfield Road, St. Helens, Lancs.  
J. W. Hutchinson Ltd.,  
120 Sandy Lane, Skelmersdale, Lancs.  
H. H. Silinn M.P.S.,  
141 Manchester Road, Southport, Lancs.  
R. J. Hodkinson Ltd.,  
14 St. Anne Street, Birkenhead, Cheshire.

**AREA 7.**

Bernard P. Sizeland Ltd.,  
Market Place, Wetherby, Yorks.  
Jack H. Stern (SS) Ltd.,  
43 Fowler Street, South Shields, Co. Durham.  
Ashington Industrial Co-op Soc. Ltd. (M. J. Butler),  
Arcade, Ashington, Northumberland.  
Langman Ltd., 9/11 Station Street,  
Selburn by the Sea, Yorks.

**AREA 8.**

V. E. Reaney M.P.S., 12 Lisburn Street,  
Hillsborough, Co. Down, N. Ireland.  
J. A. Cochrane, 172 Antrim Road, Belfast 15.  
The Norwood Pharmacy (J. H. Shapiro),  
136a High Street, Hollywood, Co. Down, N. Ireland.  
Cecil F. Pritchard, 138 Lisburn Road, Belfast.

**AREA 9.**

J. E. Baldock, Borough Green, Kent.  
A. J. V. Field M.P.S. (Miss M. Lord),  
62 Portland Road, South Norwood, S.E.25.  
Smiths Chemist (Medway) Ltd. (D. F. Kirk M.P.S.),  
320 Canterbury Street, Gillingham, Kent.  
D. T. Evans Ltd. (W. Dawson),  
33 Station Road, Birchington, Kent.

**AREA 10.**

J. Welsby Chemist Ltd.,  
747 Knutsford Road, Warrington, Lancs.  
Fields (Miss B. Banks),  
246 Church Road, Flixton, Manchester.  
G. Bryan M.P.S.,  
5 Stonepall Road, Gatley, Cheshire.  
D. Lyons M.P.S.,  
438 Burnage Lane, Levenshulme, Manchester 19.

**AREA 11.**

John T. Fleet,  
6 Abbot's Parade, Rugby, Warwickshire.  
Lloyd & Stevens,  
21 The City Arcade, Coventry, Warwickshire.

Victor Rolfe Ltd. (Mrs. Hollyhead),  
123 Milton Road, Cambridge.  
P. R. Heil M.P.S.,  
1 St. Andrews Lane, Kimbolton, Hants.

**AREA 12.**

F. Walnwright & Son (H. C. Taylor),  
88 Market Street, Eastleigh, Hants.  
Sevory & Moore Ltd. (C. Ralph),  
22 Station Road, New Milton, Hants.  
J. K. B. and W. M. Callow M.P.S.,  
926 Wimborne Road, Moordown, Bournemouth.  
K. A. Greenwood,  
23 London Road, Widley, Portsmouth, Hants.

**AREA 13.**

Jean M. Smith M.P.S.,  
328 Old Lastra Road, Plymouth, Devon.  
Cocks & Dunelord (A. C. Pearson),  
2 Tor Hill Road, Torquay, Devon.  
N. J. Hand M.P.S.,  
17 Bournemouth Road, Parkstone, Poole, Dorset.  
Chelston Pharmacy (R. H. Robertshaw M.P.S.),  
28 Walnut Road, Chelston, Torquay.

**AREA 14.**

Kingswood Ltd.,  
7 Coombe Road, New Malden, Surrey.  
N. G. Yeo, 364 Malden Road, Plough Green,  
Worcester Park, Surrey.  
R. V. Elliston, 12 Beck Lane, Hem, Surrey.  
Williams Chemists,  
24 Goldbourne Road, London, W.10.

**AREA 15.**

Gray Co-operative Society (S. E. Horne),  
Town Centre, Basildon, Essex.  
D. P. Prosser (Chemists) Ltd.,  
Cambridge Road, Stansted, Essex.  
A. & O. Cameron Ltd.,  
Great Square, Braintree, Essex.  
National Co-operative Chemists Ltd. (L. M. Kay),  
7 Crammeville Street, Stifford Cleye, Greys, Essex.

**AREA 16.**

Fred Mallinson Ltd.,  
28 Market Street, Heckmondwike, Yorks.  
G. Mercer,  
140 Moseley Street, Blackburn.  
D. Bickler M.P.S.,  
365 Harehills Lane, Leeds 9.  
Roger Knowles (Chemists) Ltd.,  
42 Cavendish Street, Kelghley, Yorks.

**AREA 17.**

The Pharmacy (A. L. Shanks M.P.S.),  
West Main Street, Harthill, Lanarkshire.  
William M. Grier M.P.S.,  
116 Friars Vennel, Dumfries.  
D. R. Macowan Ltd. (J. B. Macowan),  
1566 Dumbarton Road, Scotstoun, Glasgow.  
Scotia Chemists Ltd.,  
145 Sprey Road, Beersden, Glasgow.

**AREA 18.**

W. Macfarlane,  
41 Roseburn Terrace, Edinburgh 12.  
Charles Green M.P.S.,  
1 Seafeld Street, Portsoy.  
N. B. McDonald,  
27 Fowler Terrace, Edinburgh.  
David Kennedy (Chemists) Ltd.,  
37 High Street, Hewick, Roxburghshire.

**AREA 19.**

Beck & Sherman Ltd. (A. J. Rones M.P.S.),  
4 Grand Parade, Haringay, N.4.  
Abbott & Owen (Chemists) Ltd.,  
11 Empire Parade, Edmonton, N.18.  
Davey & Taylor Ltd. (J. J. Purdie M.P.S.),  
68 Briar Road, Harold Hill, Romford, Essex.  
James F. Jack M.P.S.,  
347 Green Lane, Herringey, N.4.

**AREA 20.**

Solihull Pharmacy Ltd. (Mrs. Neighbour),  
37-39 Drury Lane, Solihull, Warwickshire.  
C. L. Highfield Ltd.,  
479 Bearnood Road, Smethwick 41, Steffe.  
The Olton Pharmacy Ltd.,  
159 Warwick Road, Olton, Solihull.  
Provost (Chemists) Ltd.,  
208 Stafford Street, Walsall, Staffs.

**AREA 22.**

Vinegrad (A. McDonald),  
394 Holderness Road, Hull, Yorks.  
Lincoln Co-operative Chemist Ltd.,  
266 Wragby Road, Lincoln.  
H. Heaton F.P.S.,  
61 Westgate End, Wakefield, Yorks.  
Raymond C. Hall, M.P.S.,  
464 Holderness Road, Hull, Yorks.

**AREA 23.**

A. L. Steed M.P.S.,  
119/121 Wandsworth Bridge Road, Fulham, S.W.6.  
W. L. Darby,  
102 Falcon Road, Clapham, S.W.11.  
Timmis & Richards Ltd.,  
432 King's Road, London, S.W.10.  
F. G. Gibbs,  
102/108 Kingsland High Street, London, E.8.

**AREA 24.**

Hodders Ltd.,  
2 Southgate Street, Beth, Somerset.  
C. E. Wisby (Chemists) Ltd.,  
68 Cavendish Square, Park South, Swindon, Wilts.  
R. L. Martin, M.P.S.,  
80 Tennyson Road, St. Marks, Cheltenham, Glos.  
Deans Northway Chemists (P. B. Dean M.P.S.),  
53 Westlands Drive, Northway Estate, Oxford.



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For NERVES, HEALTH & ENERGY.

Well advertised. Finest Value.

Packed in 3 sizes—Don't be without FROMENT when your customers ask for wheat germ.

SOLE MANUFACTURERS: JOHN H. HERON LTD., HOOK ROAD MILLS, GOOLE. TEL. 153



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TRADE MARK **'VERLOG'** SURGICAL ELASTIC HOSIERY

Registered Brands: VERLOSHEER, VERLOFABRIK, VERLONET

All qualities approved under N.H.S.

BELTS, TRUSSES, SUSPENSORY BANDAGES, ETC

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Tel.: 248227 (2 lines)

Grams: Verlog, Nottingham

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Pens, Diaries and various other attractive lines with your advert.

Write for fully illustrated catalogue to:

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for our Representative to call



## HAVE YOU READ MY BOOK ON PHARMACAL?

You won't find it on anyone's 'Best Sellers' list (yet!). But people with 'Best Seller' lines who have production or packaging problems ought to put it on THEIR list!

It shows the service which we at PHARMACAL can offer on Tablet, Ointment, Cream or liquid 'runs'. Thumb through the pages and see how, from formulation (under strictest laboratory control) through to trade despatch, we can offer an unrivalled service at a price that could cause you to take another look at your own cost accounting!

Large or small, continuous runs, or when your own capacity has been overstretched, — send for my 'Best Seller'. Better still give me a phone call and come and see my 'set-up' and we'll thrash out those contract packaging problems together.

Mark Morris, Pharmacal Supplies Ltd., Green Lane, Hounslow, Middx. Phone 01-572 0318.

# DIXOR

## BEAUTY PREPARATIONS

## PRICE REVISION

## EFFECTIVE FROM

## OCTOBER 2

# VELOUTY

### POWDER CREAM

	TRADE	SUGGESTED RETAIL PRICE
No. 2 Tubes ..	12/4 doz.	1/10 each
No. 3 Tubes ..	20/4 doz.	3/2 each
No. 4 Tubes ..	40/4 doz.	6/- each
JARS (Plastic)	37/- doz.	5/6 each

**DIXOR LTD.**

St. Leonards Road, Mortlake, S.W.14

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# No other **PINE FOAM BATH** can equal this one for **REPEAT SALES & PROFIT**



Fresh, foaming **PINE BATH** from the pine clad mountains of Finland is a completely different product. High repeat sales and glowing praise come from almost every buyer.

**CASH IN.** Ask your usual wholesaler about this new Finnish **PINE FOAM BATH**.

And remember this product with its masculine zing is for the whole family to use.

**TRADE TERMS** more than generous to introduce this new, fast moving line.

Retails at 4/11

(Sachets at 1/- now available)

In case of difficulty write to:-

**AVENUE SPECIALITIES LTD.**

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Tel. PAD 3640



## If you saw this sticker in your neighbour's shop window, would you:

- Go away and sulk?
- Cut all your prices?
- Read this advertisement?

If your neighbour sports a "Shop for tomorrow" sticker, it's because he's also sporting a newly-fitted aluminium shopfront.

Aluminium shopfronts are clean, crisp and modern, they can be installed between Saturday and Monday, and they always give a marked profit increase (25-30% rise in turnover is usual).

So that little sticker is not only a sign of forward thinking but successful retailing as well.

Why not stick one on your new shopfront?

Just write to the address below for details.

It's more fun than sulking, and safer than cutting prices.

# MFCC

## Happy Feet

### BEAUTIFUL FUR EXERCISE CLOGS

Maintain your Winter sales of exercise sandals and clogs at a high level by selling the 'Happy Feet' Winter range.

We have fashion exercise sandals in black, dark brown, and navy blue.

Fur Clogs as 'KRISTINA' (illustrated above in black) and 'HARLEQUIN II'—a thicker,

lightweight, solid soled clog having an upper of white with black flecks.

Most attractive and tremendous Winter and Christmas sellers.

Send for coloured catalogue and leaflets now.



**58/11**

Retail

'KITTY' Black leather (light laminated wood sole)



'KRISTINA' Black Fur

**59/11**

Retail



**MFCC LIMITED**

**MIDLAND FOOT COMFORT CENTRE LIMITED**  
14 New Meeting Street, Birmingham 4. Tel: 021, 643, 4588

Alcan (UK) Limited, Alcan House,  
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# Miss Jones, 18,





# joined this week—

## first-stage computer operator.

At the touch of a finger, this young assistant not only registers a sale but takes on the role of a first-stage computer operator, collecting a vast range of selling information which can be fed direct to a computer.

She is using a sales register equipped with NCR Optical Font, a revolutionary new technique which makes sales recording an integral part of an advanced and far-reaching system of retail automation.

NCR Optical Font is a special kind of print that computers can read as easily as you can, but infinitely faster. It gives an effortless, fully-automatic link between any number of points-of-sale and the preparation of management reports. Audit rolls, printed in Optical Font whilst the sales are actually being recorded, are collected and passed to an NCR data processing centre. The computer co-ordinates these 'hot' reports from the sales floor, and translates them into up-to-the-minute stock and financial reports, which can be on the desks of management in time for important decisions to be made.

There is no extra work for Miss Jones. She simply records the facts as she makes the sale. And Optical Font machines look and behave like ordinary sales registers—and cost very little more.

This new technique, already used in Britain and elsewhere, is the least costly of all methods of collecting point-of-sale data for computer processing.

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NCR74C



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24s strip packed, cartoned in nine  
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Modern, attractive display container and  
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Trade Price: 12/6 per dozen.

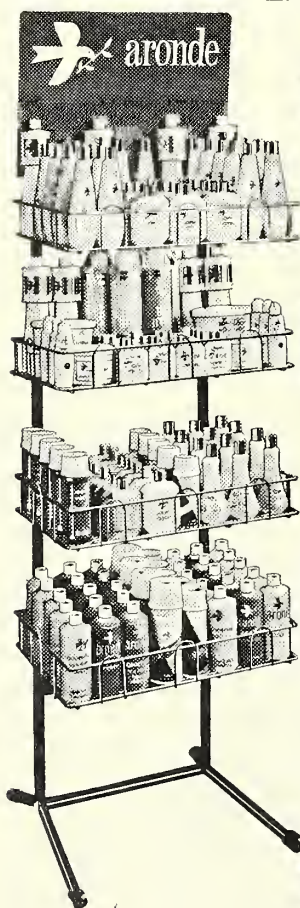
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**BRIGHTON, BN2 3QJ ENGLAND.**

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**bring big new  
sales to your  
counter with  
the  
aronde display**

Fast-moving Aronde has the proven merit of successful **REPEAT** sales! And your big profits with these low cost beauty lines are assured by powerful round-the-year advertising — recently in **Woman's Weekly** (full page colour), **Nova** (full page colour). Full pages in **Fabulous 208**, **Model Girl**, **Petticoat**, **Rave** and **Valentine**, also spaces in **My Home & Family**, **Woman & Home**, **Woman**, **Woman's Own** and **Woman's Realm**. Record-breaking Aronde sales are promoted by free point-of-sale aids and space-saving metal display stands, too, showing your customers the full, eye-catching Aronde range. There are over 3,000 Aronde stockists—why not join the happy family by asking our Representative for details . . . and remember, the Aronde success story is based on unmatched quality and service. Post the coupon and we'll tell you more!

**cut out here**

I want fast sales and big profits—please ask your representative to call and help me to get them!

Name .....

Address .....

CD/30/9

Post to: ARONDE LABORATORIES LTD., Sherbourne Avenue, Binstead, Ryde, Isle of Wight. Tel: Ryde 3761





## Ensure repeat business —

Once customers have experienced the silky-softness and positive protection of "Sylvia" Sanitary towels, they look for them every time.

Ensure this regular repeat business by displaying "Sylvia" towels prominently and bring the customers and goodwill to YOUR pharmacy.

# SELL SYLVIA!

### SANITARY TOWELS

SIZE	TRADE	RETAIL
0	23 6	2/6
1	25 9	2/9
2	30 6	3/3
3	37 6	4/-
Maternity	43 3	4/11

Generous discounts for quantities

Sell "*Perfection in Protection*"

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POTASSIUM, ETC.

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SULPHAMERAZINE  
SULPHAGUANIDINE  
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SULPHAMETHOXYPYRIDAZINE  
ETC.

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RIBOFLAVINE (VITAMIN B<sub>2</sub>)  
PYRIDOXINE HYDROCHLORIDE  
(VITAMIN B<sub>6</sub>) ETC.

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ISONIAZID  
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CHLORPROMAZINE HCL  
DIPHENHYDRAMINE HCL  
MEPROBAMATE  
ETC.

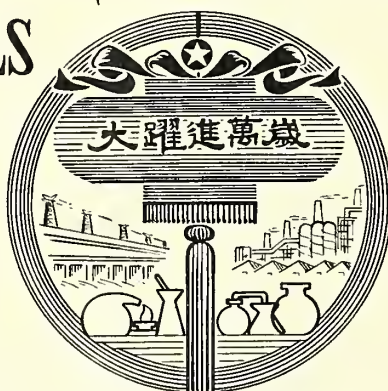
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## CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY  
and all sections of the drug, pharmaceutical,  
fine chemical, cosmetics, and allied industries

*Official organ of the Pharmaceutical Society of Ireland  
and of the Pharmaceutical Society of Northern Ireland*

Volume 188

September 30, 1967

No. 4572

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PUBLISHED BY

**MORGAN BROTHERS (PUBLISHERS), LTD.,**  
at 28 Essex Street, Strand, London, W.C.2

Telephone: 01-353 6565

GLASGOW: 8 Merrylee Road, Newlands, S.3. Phone: Merrylee 6356.  
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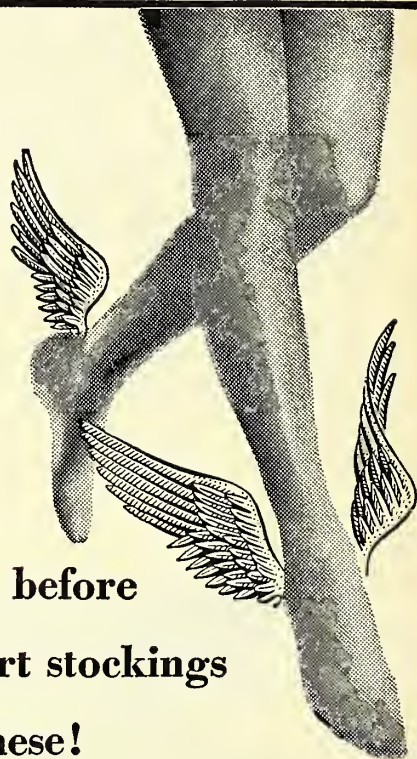
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# C & D

## CHEMIST AND DRUGGIST

Volume 188

SEPTEMBER 30, 1967

No. 4572

## Indomethacin Warning

### "UNIDENTIFIED" CAPSULES CIRCULATING

THE Ministry of Health is advising pharmacists, dispensing doctors and hospitals not to use unidentified capsules described as "indomethacin" in dispensing prescriptions. The capsules are reported to have been distributed in the London area.

The following is the text of a letter the Minister has received from the Committee on Safety of Drugs:-

It has come to the attention of the Committee that two varieties of capsules of an unidentified drug described as "indomethacin" have been distributed at a number of pharmacies in the London area. Indomethacin is a patented drug and capsules supplied by its manufacturers in this country are coloured yellow and bear the inscription "MSD 25" in pale bluish-grey. The unidentified capsules are either yellow with a reddish tinge but unmarked, or yellow with the inscription in black "MRC 25". Indomethacin is a valuable and potent drug but one whose known side effects call for care in its use by the physician. It is a matter of especial concern therefore to the Committee that it has received no submission from manufacturers or importers of the unidentified drug. The Committee accordingly recommends to the Ministers that doctors and pharmacists should be advised that since the unidentified preparations described have not been submitted for its scrutiny the Committee is unable to pass any opinion on their safety in use.

The Ministry is making further inquiries about the drug.

## Metric Volumes

### DIRECTIVE ON EC 10 DISPENSING

AMENDMENTS to the British National Formulary, 1966, relating to quantities of elixirs, linctuses and syrups to be supplied where not stated by the prescriber (see *C. & D.*, June 17, p. 555) come into force on October 1. From that date, 100 mls should be supplied where 2 fl. oz. is specified, and 150 mls where 4 fl. oz. is specified. An ECN being issued shortly by Executive Councils asks chemists to endorse Forms EC10 with the quantity dispensed, when it has not been specified by the prescriber, in order to ensure prompt payment. Supplies of a new range of metric bottles will become available shortly, it is stated, starting with the 100-ml and 150-ml sizes. Until general distribution of the two sizes has been achieved the requisite

100 mls or 150 mls may be dispensed respectively in 4 fl. oz. and 6 fl. oz. bottles. "Suitable explanation should be given to any patient who asks why the bottle is not filled." The ECN adds that it would be helpful if doctors would "follow this further step towards prescribing and dispensing in the metric system by writing the quantity in the appropriate metric volume instead of in fluid ounces."

## Redundancy Payments

### TRADERS TO DISCUSS EXTENSION

EXTENSION of the Redundancy Payments Act to cover self-employed persons is called for in a motion to be discussed at the annual conference of the National Chamber of Trade in Paignton, October 7-10. The intended effect of the extension would be to permit compensation, from the central fund, of those unable to continue their business activity through the effects of town planning schemes. Another motion urges the Government to accept

responsibility for the full cost of conversion or replacement of business machines necessitated by the introduction of decimal currency. Further motions seek better co-ordination between manufacturers and retailers on promotion schemes and ask manufacturers to ensure that adequate after sales service is available from retail outlets for appropriate merchandise. A feature of the conference will be a series of discussion groups and among the subjects chosen are "Cut price and discount trading — can good service compete?" and "The trader and public relations."

## Pharmacists' Function

### HOSPITAL REGIONAL MEETING

A SERIES of meetings on the function of the pharmacist is being arranged by the pharmacists' committee of the South West Metropolitan Regional Hospital Board. The first meeting, attended by sixty pharmacists, was held on September 21 under the title "Distribution of Drugs in Hospital." Opening the meeting, the chairman (Mr. E. A. Cross) drew attention to the need for pharmacists to examine the present way in which their job is being done and to consider whether rapid changes taking place may necessitate new methods. Four speakers followed. Mr. G. J. Turner (Southlands Hospital, Shoreham-by-Sea), gave an account of his experience in an experiment using a



**WHOLESALE'S VENTURE:** Giving a high-level send off to the newly formed Onward Pharmaceutical Services, Ltd. (see p. 301) are Mr. C. C. Cumming (the company's chairman) with Mr. A. Aldington (president of the Pharmaceutical Society) and Mrs. Aldington and Mr. H. G. Moss (chairman of the Executive Committee, National Pharmaceutical Union).



"topping up" system on wards. Mr. R. C. Stead (St. Thomas' Hospital) emphasised the value of pre-packing and showed how use could be made of technical staff in dealing with ward issues. Mr. W. Marshall (South Western Hospital), supported the value of prepacking and drew attention to the way in which it facilitated the issue of ward stocks. In conclusion, Mr. Cross mentioned a scheme being introduced at Leeds, based on the use of ward storekeepers who were responsible for the stocks on several wards, including drugs. He felt that this revolutionary scheme should be brought to the attention of the meeting. Next meeting under the heading "The Function of the Pharmacist in the Ward" is on November 30.

## Toilet Preparations

### SALES UP IN SECOND QUARTER

TOTAL sales of toilet preparations by manufacturers in the second quarter of the year were valued at £26.5 million and represented a rise of 4 per cent. over the same period of 1966 according to the Board of Trade's *Business Monitor*. Allowing for increase in wholesale prices the rise in volume is estimated at 3 per cent. Exports were valued at £3.33 million. Home sales of dental preparations were £3.35 million and hair preparations £6.86 million.

## Going Metric

### STANDARDS INSTITUTION BOOKLET

ANSWERS to some of the most frequent inquiries addressed to the British Standards Institution about the British change to the metric system are given in a new booklet—*Going metric: first stages* (PD 6245). The booklet describes the events leading to the Government's decision in 1965 to support a change to the metric system in British industry and to give B.S.I. a key rôle in that change. It explains B.S.I.'s programme for the metrication of

British Standards and for the co-ordination of the change in the various sectors of industry, and touches on the rôle of the Government during the transition period. Single copies may be obtained free of charge from the B.S.I. Press Office, 2 Park Street, London, W.1. Bulk orders should be sent to the B.S.I. Sales Office, 101 Pentonville Road, London, N.1. Price: 10s. for twenty-five copies (post free).

## Executive Councils

### MOTIONS FOR CONFERENCE

ADDITION of barbiturates to the schedule to the Drugs (Prevention of Misuse) Act, 1964, is sought in a motion from the Inner London Executive Council to be discussed at the annual meeting of the Executive Councils' Association (England) being held at Torquay, October 19-20. In a move to deal with some aspects of drug addiction, the motion also asks for a substantial increase in penalties under the Act, and continued co-operation of doctors and pharmacists in preventing theft and improper use of prescription forms. North-east London Executive Council is urging that, having regard to the increasing extent of heroin and cocaine addiction, sale and supply of hypodermic syringes should be restricted to doctors' prescription. Another motion, from Liverpool, suggests that there should be a review of the present procedure whereby a pharmacist has to obtain a patient's signature in order to be entitled to an oxygen delivery or collection charge.

## Clinical Trials

### REPORT TO ASSOCIATION

A REPORT on clinical trials prepared by Dr. David Long (chief medical adviser and deputy research director, Wellcome Foundation, Ltd.), and submitted to the Association of the British Pharmaceutical Industry, has been published by the Association. Copies, free of

charge to those with an authentic interest, are available from the Association's information services department, 162 Regent Street, London, W.1.

## IRISH NEWS

### THE REPUBLIC

## Mis-labelled Product

### CONCERN BY IRISH INDUSTRY

THE Pharmaceutical and Allied Industries Association Ltd. has issued a statement to the effect that it has "learned with the utmost concern that a drug purporting to be supplied from the Republic in canisters does not in fact contain the well-known and medically-recognised product, Ampicillin, marketed by Beecham Research Laboratories under the trade-mark, Penbritin" (see *C. & D.*, September 23, p. 280). "The industry in Ireland does not believe that the drug in question was manufactured in Ireland, although the canisters in which the drug was sold bore a label giving a Dublin address," the statement declares, and urges the taking of "immediate and effective steps" to protect the reputation of the Irish Pharmaceutical industry.

### THE NORTH

## Representatives Dinner

### NEW PRESIDENT WELCOMED

THE Association of Pharmacist Representatives held a dinner in Belfast on September 15, to welcome Professor O. L. Wade, M.D., F.R.C.P., as their president. In his address the chairman (Mr. R. Spence), referred to the intention of the Association of British Pharmaceutical Industry to hold its own examination for medical representatives and expressed the opinion that unless the candidates had a background of pharmacy, or some other recognised discipline, the value of the examination would be suspect and might well lead to a worsening of the situation it was intended to improve. It would be ridiculous if someone taking a short course and qualifying by such an examination were thought to be on an equal footing with a pharmacist holding a degree. Replying to a toast proposed by Mr. N. Ledlie, Professor Wade said that medical representatives were the links between the pharmaceutical industry, the makers of drugs, and the medical profession, the users of drugs. The representatives' work was a form of teaching, he said.

## IRISH BREVITIES

### THE NORTH

THE annual conference of the Ulster Chemists' Association opens at the Great Northern hotel, Rostrevor, co. Down, at 8.30 p.m. on October 6 with a dinner followed by a social get-together and lasts until the evening of October 8.

### THE REPUBLIC

THE three outgoing officers of the Irish Drug Association were unanimously re-elected at a meeting of the Association in Dublin on September 21 as follows:— *President*, W. J. Gardner; *Vice-president*, M. Brophy; *Treasurer*, D. P. McHugh.

## IRISH PHARMACEUTICAL CONGRESS

### Opening ceremony in Dublin

OFFICIALLY opening the fourth annual Irish Pharmaceutical Congress in Dublin on September 24, the deputy lord mayor of the city (ALDERMAN L. CORCORAN) referred to the special rôle of pharmacists in preventing drug abuse. As a youth leader, he was deeply concerned with LSD and "pep pills." It was the duty of every pharmacist to minimise the spread of those drugs in every way possible and to acquaint the appropriate authority when any abuse came to light.

Alderman Corcoran added that the various groups of pharmacists catered for by the Irish Pharmaceutical Association (which is organising the Congress) provided "a very real service" for the public. The new Health Act about to be introduced would affect the Association's members in a particular way. The public, it had been said, would be diverted from dispensaries to the local pharmacist. Provision was also to be made to supply drugs to people in the middle-income group and that would mean that pharmacists would

have to employ extra staff. It would mean more business but it would cause extra problems for pharmacists.

The president of the congress (Mr. J. E. BURRELL), welcoming the large gathering said that the Association members regarded the Week as a pharmaceutical window that enabled pharmacists to project a proper image to the public and allowed the public to see the responsibilities with which pharmacists were faced as well as the aims and aspirations of the profession.

The attendance included the president of the Pharmaceutical Society of Ireland (Mr. M. L. Cashman) and members of the Council; the assistant registrar (Mr. M. J. Cahill); Professor P. J. Cannon; members of the College academic staff and representatives of all fields of pharmacy.

On the morning of September 25 members were able to attend Votive Mass in the Church of the Holy Trinity, Dublin Castle, and a Church of Ireland Service in St. Thomas', Foster Avenue.



## NEWS IN BRIEF

THE Index of Retail Prices in August was 118.9 (January 1962:100), against 9.2 in July.

PROFESSOR W. Butterfield (professor of medicine, Guy's Hospital Medical School) has been elected *Chairman* of the British Diabetic Association executive council.

THE National Association on Drug Addiction, 48 Harley Street, London, W.1, has appointed Mr. S. Hartford its general secretary in place of the Rev. McNicol, who has resigned.

A FLASH-BACK in a filling room at Aerosol Packaging, Ltd., Bracknell, Berks, on September 26, injured twenty-eight workers it is reported in the September 27 issue of the *Times*.

A REVISED guide to the Redundancy Payments Act, 1965 has been published by the Ministry of Labour and is obtainable free from employment exchanges.

A REPRINT of a paper by Dr. W. Lester on "Sterilisation of Plastics" is available (price 5s.) from the Plastics Institute, 11 Hobart Place, London, W.1.

THE National Pharmaceutical Union has made arrangements for a special pharmacy refrigerator (the Electrolux A 10 (H)) to be made available to members at a reduced price.

DR. T. E. Wallis presented his first scientific paper to the British Pharmaceutical Conference in 1907, not in 1922 as was stated at the first science session of the 1967 Conference at Blackpool.

THE National Institute of Neurological Diseases and Blindness of the United States National Institutes of Health has awarded a research grant of \$20,000 to Dr. R. T. Parfitt (department of pharmacy, University of Bath) to support research into the relationship between the chemical and physico-chemical properties of narcotic analgesics and their spectrum of pharmacological activity. The study may aid the understanding of the chemistry of drug addiction.

## SPORT

EDINBURGH CHEMISTS' GOLF CLUB. A competition was held for the 4711 prize on September 13. Results: 1, G. W. Allan (10), Best scratch score, C. F. Ireland, 78. Section No. 1, T. Hare (18), 72. Section No. 2, White (19), 68.

MANCHESTER PHARMACEUTICAL GOLFING SOCIETY. A competition was played at Warrington golf club on September 13 for the *Ucal Trophy* and prize. Results: 1, D. Swerling; 2, A. Whitewright.

LONDON CHEMISTS' GOLFING SOCIETY. A splendid day's golfing is reported to have been enjoyed by members at the Society's meeting at Finchley golf club on September 14. Results: (Medal) Johnsons of Hendon prize, G. Roberts (10), 72 Kerfoot trophy and prize, C. Warren (18), 73. (Stableford) Aspro bowl and prize, J. A. Bennett (11), 33 points.

LOCAL OFFICERS  
PHARMACEUTICAL SOCIETY BRANCHES

Leicester & Leicestershire. — *Secretary*, L. Wood, 18 Somerville Road, Leicester (telephone: Leicester 824438) (Change of address).

## TOPICAL REFLECTIONS

By Xrayser

*Blackpool to Birmingham*

As the organisers of the local arrangements at Blackpool relax into a well-earned rest they will, I have no doubt, experience the need for a studied readjustment in the pattern of life which has been theirs for some considerable time. They, along with all the others who have passed along the same road, will have discovered that many of their anxieties were ill-founded, and that other matters, apparently of little importance, suddenly sprang to life, calling for quick thinking and initiative. To the onlooker, as always, everything seemed to be completely in hand at all times. All that the local team now require is a holiday at a famous seaside resort which it were invidious to name. The invitation to Birmingham for next year recalled that by that time it will be twenty-nine years since the Conference last met there. I remember the occasion very clearly for a variety of reasons, and it is of interest that only because the meeting was held in July of 1939 instead of the now customary September meeting was there a Conference at all that year, for early September found the nation at war. The meeting was noteworthy for its being under the chairmanship of J. Rutherford Hill, who occupied that important position for the second successive year, and for the fact that that exacting duty was carried out by a man in his eighty-third year. He had been in pharmacy for close on seventy years then, but such is the march of time that most of those who remember him are now themselves in the veteran class. I have refreshed my memory in some particulars by reference to your columns of the period. Perhaps the most striking difference between 1939 and the present time is in the scope and character of the science sessions. Those attending Birmingham were concerned with such matters as the stabilisation of hydrogen peroxide, the assay of some mercurial ointments, the assay of phenol ointment, and changes during storage of Easton's syrup. A glance at the proceedings in Blackpool this year will show at once that the horizons have widened considerably, and the present science sessions are outside the daily orbit of the general practice pharmacist.

*A clarion call*

But what is of the greatest interest to us today is the content of the address of the late Mr. Rutherford Hill. The chairman, nearly thirty years ago, said this: "I suggest that it would be in the interest of the community as a whole that the dispensing and distribution of all medicinal substances and preparations should be entrusted by the State to those persons who have complied with the statutory requirements as to qualification for the dispensing and distribution of potent drugs scheduled under the Acts. The mere fact that an article can only be obtained from a qualified person in itself suggests to the purchaser caution in the use of the article, and the pharmacist could and would naturally, as he does in the case of powerful drugs, give any necessary guidance or information in the case of any drug or preparation he supplies." That is of particular application and importance at the present time. Hill summed up his logical case in the following words: "I therefore suggest on the grounds of public safety and well-being, that the control presently applicable only to substances scheduled under the Acts be extended to all medicaments supplied for the treatment of human ailments." Since the chairman dealt also with the need for dealing effectually with "the great and growing evil of indiscriminate advertising," it will be seen that the address is not without value at the present stage of our history. I would recommend all who can to read that address of 1939 with great care and attention, in conjunction with the current White Paper. (C. & D., July 22, 1939, pp. 84-7.)

*Other items*

The same issue carries an advertisement for a qualified gentleman, aged 25-35, good appearance and address, with experience of high-class pharmacy, for a business "near West End." Salary £5. I have not the slightest doubt that there were many applicants. The offer at the time was handsome, as I hope was the successful gentleman.



# New Premises for Liverpool Wholesaler

## OPENING BY CHIEF PHARMACIST, MINISTRY OF HEALTH

A FURTHER step in the rationalisation of the pharmaceutical wholesaling activities of Vestric, Ltd., Chapel Street, Runcorn, Ches, was taken recently when the two former branches in Liverpool of Woolley & Arnfield, Ltd., were combined with the wholesaling division of Evans Medical, Ltd. in new premises at Speke, Liverpool. A plaque commemorating the opening of the 47,000 sq. ft. building, which incorporates office and warehouse accommodation was unveiled by Dr. T. D. Whittet (chief pharmacist, Ministry of Health) at a ceremony on September 20. Present were members of the company's staff, trades union officials, the director of Gilbert Ash, Ltd. (builders of the warehouse) and the chairman and secretary of the local branches of the Pharmaceutical Society and the chairmen of the local branches of the Guild of Public Pharmacists.

Welcoming Dr. Whittet, Mr. F. W. Griffin (chairman, The British Drug Houses, Ltd.) said that the Ministry of

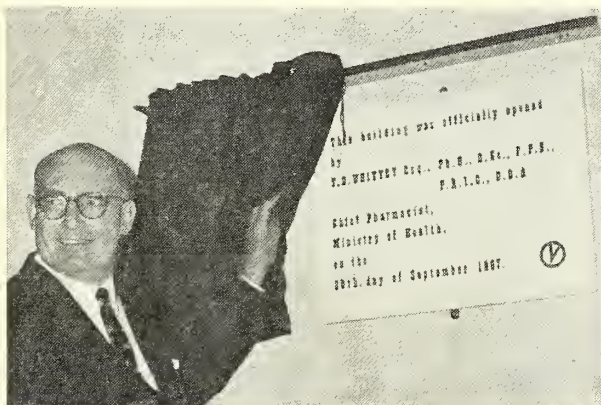
stock drugs with a short shelf life and he proved a boon in cutting down the amount of shelf space needed. Dr. Whittet's experience as a hospital pharmacist had convinced him that the wholesaler was an essential part of the pharmaceutical service.

After the unveiling ceremony Dr. Whittet and other guests were taken on a tour of the new warehouse, a single-storey steel framed structure incorporating the latest mechanical handling equipment for the rapid assembly and dispatch of orders, commencing at the unloading bays for incoming goods. Visitors were shown the Rapistan conveyor system for delivering smaller goods to the correct storage bay. Boxes containing the goods are marked with a "bar code" appropriate to the bay to which they are to be delivered. On arrival at the bays a photo-electric device scans the marker and switches a set of points to deliver the box to whichever spur of the conveyor system serves the required bay. The four bays

parts of the warehouse. Customers in the immediate vicinity are telephoned four times daily for their requirements, others twice daily.

In an attempt to ease the wear on workers' feet all main aisles in the loading section are fitted with carpets.

Adjacent to the warehouse is a new two-storey computer building housing an ICT 1901 computer intended ultimately to handle documentation for all Vestric, Ltd., branches in the north-west of England. On the first floor are offices for the computer manager Mr. E. R. Abram and his programming staff while on the ground floor is a room containing the computer with tape-decks and read-out machine. In other rooms is the associated "software" for data preparation and machinery for separating, trimming, folding and enveloping the invoices prepared by the computer. With its new facilities the company hopes to offer an even better service to pharmacists in the north-west than hitherto.



Left: Dr. T. D. Whittet (chief pharmacist, Ministry of Health) unveils a plaque at the official opening of a new warehouse for Vestric, Ltd., at Speke, Liverpool. Right: Mr. E. B. Abram, computer manager (left), shows Dr. and Mrs. Whittet and other guests the data preparation room of the computer centre adjacent to the warehouse which will eventually handle documentation for most of the company's branches.



Health was both an administrative and a highly technical organisation — it was particularly flattering of Dr. Whittet, whom he placed in the latter category, to associate himself with Vestric, Ltd. where technical know how in the strictest pharmaceutical sense was perhaps at its lowest. His presence indicated a concern for "a vital part of our industry" not without interest to his Ministry — it was worth recalling that some 40-50 per cent. of products used in the National Health Service passed through wholesale channels.

DR. WHITTET replied that he deemed it an honour to be asked to open the new premises as he held Vestric, Ltd., in high regard. After outlining the history of pharmaceutical wholesaling in England he said there was no doubt that the wholesaler played an important part in pharmacy. It was impossible for a pharmacist today to stock the huge range of medicines. The wholesaler helped to cut out waste by removing the need for all pharmacists to

contain (1) ethicals and drugs up to 500 gm. in sections A-K and L-Z and (2) counter lines A-K and L-Z.

Larger goods are stored in a section adjacent to those four bays with reserve stock for all sections stored at the opposite end of the warehouse. A collapsible ramp has been provided at the unloading bays for easy handling of palletised goods. A windowless room adjacent to the large goods area is used for storage of dangerous drugs and expensive photographic equipment while next door but with no entrance to the warehouse proper is the inflammable liquids store.

Customers' orders are dealt with either in the post room or by the (currently) fifteen telephonists. The telephone room, which has a total capacity of twenty-eight workers has been fitted with carpets, curtains and acoustic tiles in an effort to reduce noise to a minimum. Each girl is supplied with a "noiseless" typewriter and is connected by intercom with other

## PHOTOGRAPHIC NOTES

**Trading Terms Amended.**—A change in cash discount arrangements is announced for companies in the Photopia International, Ltd. group (Photopia, Ltd., Japanese Cameras, Ltd., Paul Plus, Ltd. and Mayfair Photographic Suppliers (London), Ltd.). A 3½ per cent. cash discount for payment within seven days of date of invoice has been introduced and the former 2½ per cent. monthly account settlement discount discontinued. Monthly accounts, therefore, are now on a strictly net basis. As a result of the change, the purchase-tax portion of the retail price of the companies goods has also been marginally reduced, though retail prices have been kept as before so as to avoid the re-printing of catalogues, etc. Tax-free basic price of the goods is thus marginally higher and, since discount is calculated on that figure, dealers also make a marginally higher figure on the goods.



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Now the competition is over we would like to thank everyone who joined in and made it a great success. The only other thing to do is announce the winners. Here they are:-

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£75 Premium Bond  
Mr. Ronald R. Dowdle  
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£25 Premium Bond  
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Grimsby, Lincs.

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14|- PROFIT

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25|8 PROFIT

4 oz.

outlay 75|2

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### deal 2

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4 DOZEN AND OVER

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per dozen  
outlay 21|2

14|10 PROFIT

2 oz.

outlay 38|10

27|2 PROFIT

4 oz.

outlay 72|4

50|8 PROFIT

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PLUS

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PLUS

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3RD PRIZE

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PLUS

£15

and 12 consolation double prizes of £5 each

Here is a chance for you and your counter staff to win cash prizes for selecting the reasons why Selsun should be displayed and recommended to your customers. Entry forms are available from your Abbott representative or from Abbott Laboratories Ltd., Queenborough, Kent.

AND . . .



ABBOTT LABORATORIES LTD QUEENBOROUGH KENT

## GOVERNMENT CHEMIST'S REPORT

### Difficulties with drug testing scheme foreseen

ANALYTICAL problems may well be created in the new National Health Service drug testing scheme because in certain instances sample sizes will be much smaller than in the past (medicines awaiting collection by patients are now tested), says the Government Chemist (Dr. D. T. Lewis) in his report for 1966 (H.M. Stationery Office, price 15s.). Dr. Lewis expects particular difficulty when differences found on the first two parts of the sample cannot be resolved by one simple analysis.

New methods of assay for eye drops are described. They have become necessary because of the introduction of chlorhexidine acetate as a bactericidal agent, the extended use of benzalkonium chloride, and the extension of Codex monographs to cover a range of strengths. Formerly, the level of bactericide was low in relation to the level of medicament so that if both were precipitated together in the assay, the interference was correspondingly small. As medicament concentrations are reduced, the interference becomes relatively larger. The new methods are modifications of the original tetraphenylboron assay and are intended for use on aqueous eye drops containing nitrogenous bases with chlorhexidine acetate or benzalkonium chloride as sterilising agent. They have been provisionally accepted for inclusion in the 1968 edition of the British Pharmaceutical Codex. Solid particles in eye drops ("a somewhat frequent cause of complaint") are usually of mechanical origin, but the Government Chemist has encountered a case in which particles were identified as a chlorhexidine salt, following the use of chlorhexidine acetate as preservative in drops containing pilocarpine nitrate.

Dealing with work on the identification of narcotics, the report says that cannabis resin is now softer and darker than formerly and is probably obtained by solvent extraction rather than being picked up mechanically by brushing the flowering tops of the hemp plant as for traditional hashish. Substantial amounts of such resin have been found hidden in the soles of sandals and a 10-lb. seizure of the herb tops was found substituted for the normal stuffing in leather pouffes. Among hallucinatory drugs, samples of N,N-dimethyltryptamine (to which psilocybin is closely related) have been examined but hydroxy derivatives or their esters have not been encountered.

A sample of an animal feeding stuff examined was found to be deficient in protein when the nitrogen corresponding to urea was ignored. It was considered that urea nitrogen could not properly be regarded as protein nitrogen and the report states that, in due course, regulations will be issued requiring a separate declaration of urea nitrogen and prescribing a method of analysis. Three water-sterilising tablets were found to be quite effective in a "rather exacting test" involving water taken from the River Thames near Waterloo Bridge. The tablets were a

new single-tablet formulation of chloramine B (developed at the Royal Army Medical College), Lalazone tablets (in use by British armed services) and a tablet based on tetraglycine hydroperiodide (as issued to United States armed forces). The report also describes assay procedures adopted for oral con-

traceptive tablets and medicated creams, particularly propamidine isethionate creams.

In the report of the Laboratory's steering committee, the chairman (Dr. E. Lee) draws attention to the traditional proof spirit system of measuring the strength of spiritous liquors. It is, he says, another field in which new standards may be desirable, particularly in view of the decision to adopt the metric system.

## INDEPENDENT WHOLESALERS' LINK

### Manufacturers offered a national distribution service

VALUABLE new facilities to manufacturers whose outlets are pharmacies are offered by a new company, Onward Pharmaceutical Services, Ltd., North End Road, Wembley, Middlesex. Given a send-off on September 21 at a reception attended by leading figures in those trade and professional organisations with pharmaceutical links, the unit enables a manufacturer to gain near-national distribution by a single contact—a telephone call (01-902 2033) or a letter to the company, and on a single account. The manufacturer is thus saved the need for making small-quantity deliveries to pharmacists, hospitals, doctors or veterinary surgeons. He gains the facilities of the forty-one warehouses, eight-five representatives, 250 telephone order clerks and 350 delivery vans operated by the independent wholesalers who jointly established the company. They include Allied Drug and Chemical Co., Ltd., London; Ayrton Saunders & Co., Ltd., Liverpool; Bertram Griffiths, Ltd., Cardiff; Bleasdale, Ltd., York; E. H. Butler and Son, Ltd., Leicester; R. A. Cripps & Son, Ltd., Brighton; William Davidson, Ltd., Aberdeen; Fairbank, Kirby, Ltd., Grimsby; Herbert Ferryman, Ltd., Southampton; Grimwade, Ridley & Co. (Ipswich), Ltd., Ipswich; Hall, Forster & Co., Ltd., Newcastle upon Tyne; J. H. Haywood, Ltd., Nottingham; Jaynox, Ltd., Stoke-on-Trent; Raimes, Clark & Co., Ltd., York; Reynolds & Branson, Ltd., Leeds; Ridley (Wholesale Chemists), Ltd., Carlisle; Smith & Hill (Chemists), Ltd., Sheffield; James Taylor (Trongate), Ltd., Glasgow; and T. A. Ward & Co., Ltd., Blackburn.

Each distributor offers warehousing and delivery facilities and regular personal contacts with chemists, doctors and hospitals. "Onward distributors," says a leaflet issued by the company, "have one customer—the pharmacist."

At the company's reception on September 21, the chairman, Mr. C. C. CUMMING said that pharmaceutical wholesaling was not like that of other branches of retail trade. It did not lend itself to bulk buying, and the wholesaler was bound by a host of Statutes and Orders. The advantage of Onward was that its members were on a basis of close understanding with their customers. It was "poised for more business" and would be improving its facilities for the manufacture of drugs, tablets and specialities. Study groups of the company were at work on problems of transport, computerisation, warehouse handling and stock

control, and improvements would follow in those aspects and in the provision of information to general-practice pharmacists.

## COMPANY NEWS

JEYES (IRELAND), LTD.—Mr. J. Bickers has been appointed managing director of the company.

WILLIAM R. WARNER & CO., LTD. — Mr. J. Curtis, M.P.S., has been appointed managing director.

WINTHROP LABORATORIES.—Mr. James T. Rees, B.Pharm., M.P.S., has been appointed a director of Winthrop Laboratories at Fawdon, Newcastle upon Tyne.

## BUSINESS CHANGES

E. H. DICKINSON (CHEMISTS), LTD. have acquired the pharmacy of Eaton the Chemists, Ltd., Arndale House, Goldthorpe, Rotherham, Yorks.

G. E. and E. R. LEUTY, M.P.S.'s are to open a pharmacy at 14 Lime Tree Rise, Kirk Hallam, Ilkeston, Derbyshire, on October 16.

HEWINS AND MOUNTFORD have acquired the pharmacy of Mr. F. H. Shawcroft, M.P.S., at 37 Beech Avenue, Sherwood Rise, Nottingham.

MR. W. A. K. BETTS, M.P.S., has transferred his pharmacy at 3 Bridge Street, Hungerford, Berks, to 125 High Street, Hungerford.

RIKER LABORATORIES opened an extension to their administrative offices in Davitt Road, Dublin, on September 26.

MR. M. R. DAVIS, M.P.S., Solihull, Warwicks, is taking over the pharmacy at Charmouth, Bridport, Dorset on the retirement of Mr. Sidney Herbert, M.P.S.

THE JAMES B. WILLIAMS CO. (ENGLAND), LTD. has moved its registered office to 6 St. Alphage House, Fore Street, London Wall, London, E.C.2.

MR. C. W. LENTON, M.P.S., has transferred his pharmacy at 100 Bridge Street, Peterborough, to premises at 44 Oundle Road. The Bridge Street premises had housed a pharmacy since 1840.

E. G. HOWELL & SONS, LTD. closed their main pharmacy at 130 Queen Street, Cardiff, as from September 29. The new registered office of the company will be at Windsor Lane, Cardiff, from October 2.



### Appointments

**GALA OF LONDON, LTD.**, Surbiton, Surrey, have appointed Mr. Douglas Dalton sales representative in Kent.

**JAYNOX, LTD.** Stoke-on-Trent, announce the appointment of Mr. H. R. Roberts, M.Inst.M.S.M., as general manager.

**J. WATERHOUSE & CO., LTD.**, Church Street, Ashton-under-Lyne, have appointed Mr. T. W. G. Collis sales manager in charge of marketing and home sales for the United Kingdom.

### PERSONALITIES

**MR. J. CURTIS, M.P.S.**, recently appointed managing



director of the Warner - Lambert group of companies (see page 301) was, until this appointment, a director of William R. Warner & Co. Ltd. Before he joined that company in 1956, Mr. Curtis was a director of Bengers, Ltd. and Bengel Laboratories, Ltd. Previously he was marketing manager of Burroughs Wellcome & Co.

### MARRIAGES

**GUNSTON-SOWERBY.**—At St. Mary's Church, Acklam, Middlesbrough, Yorks, on September 16, William Garth Gunston, M.P.S., 19 Shaftesbury Avenue, Nottingham, to Jacqueline Anne Sowerby, M.P.S., 2 Wycherley Avenue, Linthorpe, Middlesbrough.

### DEATHS

**CARTER.** — On September 11, Mr. Sydney Montague Thomas Carter, M.P.S., 145 Wood Street, Walthamstow, London, E.17. Mr. Carter qualified in 1913.

**CHRISTY.**—On September 25, Mr. Cecil Beaumont Christy, aged sixty. Mr. Christy became managing director of Thos. Christy & Co., Ltd., Aldershot, in 1934, and played a major part in the company's management until a few days before his death. He was a great grandson of the founder of the business.

**CULL.** — On September 20, Mr. Raymond Kenneth Cull, M.P.S., 2 Compton Way, Oliver's Battery, Winchester, aged fifty. Mr. Cull qualified in 1942.

**MOXHAM.** — On September 8, Mr. Edward Tully Moxham, M.P.S., 67 Brookvale Road, Highfield, Southampton. Mr. Moxham qualified in 1920.

**SHERWOOD.**—In hospital on September 15, Mr. James Francis Sherwood, L.P.S.I., M.P.S.N.I., M.I.C.O. Mr. Sherwood qualified in Dublin in 1926 and was registered with the Pharmaceutical Society of Northern Ireland in the same year. For many years he was in business in Rostrevor, co. Down.

## TRADE NOTES

**Address Omitted.**—Manufacturers of Raywarp Headliners, advertised on the back cover of this issue, are Raywarp Textiles, Ltd., Alfred Street North, Nottingham.

**Replaced.** — Beecham Ethical Distributors, Great West Road, Brentford, Middlesex, state that Pollaccine is now discontinued. With the agreement of the Wright-Fleming Institute it is being replaced by specific desensitising vaccine (Bencard); as SDV is individually prepared, it is not a suitable stock line.

**Title amended.** — A. Wander Ltd., 42 Upper Grosvenor Street, London, W.1, introduced Delexin in October 1966. They have now amended the title to Delexin expectorant as an aid to identification of the product and the indications for which it is recommended. The formula is unchanged. The packs are bottles of 8 fl. ozs. and 1 litre.



**PRIZEWINNER:** The display that gained the first prize, southern area, in the Old Spice holiday window display competition.

**Reformulation.** — Pharmaceutical Specialities (May & Baker), Ltd., Dagenham, Essex, are reformulating their liquid oral preparations currently in a 3.6-mil dose unit to a 5-mil dosage and hope to complete the transition before the end of 1968. The work is being phased over some months. The first product to be changed is Largactil syrup, supplies of which will be available shortly. The company point out the change in strength will not render the 3.6-mil formulation obsolete, but to avoid confusion stocks of the original preparation should be issued before releasing the new 5-mil formulation. No Largactil syrup may be returned for credit.

### Bonus Offers

**MENTHOLATUM CO., LTD.**, Slough, Bucks. Deep Heat. Thirteen standard size invoiced as twelve; seven medium or large size invoiced as six. [Corrected note.]

**VITAMINS, LTD.**, Upper Mall, London, W.6. Bemax. 8s. 3d. off order for

3 doz. small; 7s. 6d. off order for eighteen large; 8s. off order for twenty-four small, six large; 7s. 9d. off order for twelve small, six large. Till October 14.

### Premium Offers

**NICHOLAS PRODUCTS, LTD.**, 225 Bath Road, Slough, Bucks. Radox Bath Salts. Sixpence off price of any one of the three in exchange for coupon from Autumn issue of *Household Shopping Guide*.

### Competitions

**GOLDEN, LTD.**, Berkeley Square House, Berkeley Square, London, W.1. L'Oreal DOP. Winner of E-type Jaguar was Miss Dorothy Campbell, Braid Avenue, Edinburgh, a pharmacy student at Edinburgh University, who obtained her entry forms from local chemist, H. O. Wade, Easter Road, Edinburgh, while working there during the holidays.

**SHULTON (GREAT BRITAIN), LTD.**, 100 Brompton Road, London, S.W.3: Window display competition. First prizes of two-week P. & O. Mediterranean cruise were won by E. C. Atkinson, M.P.S., Leeds Industrial Co-operative Society, 6 Albion Street, Leeds, 1, in the Northern area competition and B. Pitts, M.P.S., 1504 Wimborne Road, Kinross, Bournemouth, Hants, in the Southern area competition.

### Discontinued

**ARMOUR PHARMACEUTICAL CO., LTD.**, Hampden Park, Eastbourne, Sussex. Chymar ointment when present stocks are exhausted.

**DAMANCY & CO., LTD.**, 225 Bath Road, Slough, Bucks. Thixopak.

**JOHN WYETH & BROTHER, LTD.**, Taplow, Maidenhead, Berks. Zactirin tablets 10's (packs of 100 still available).

**ELI LILLY & CO., LTD.**, Basingstoke, Hants: No. 000 empty gelatine capsules, packs of 100, 1,000 and 5,000.

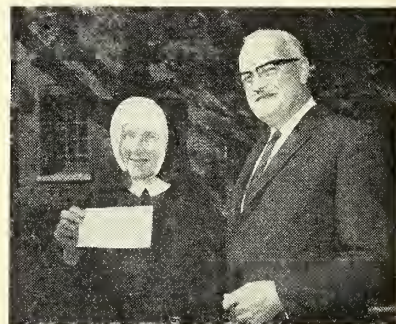
**STAFFORD-MILLER, LTD.**, 166 Great North Road, Hatfield, Herts. Ammident toothpowder (tooth-paste continues available).

**WARD BLENKINSOP & CO., LTD.**, Fulton House, Empire Way, Wembley, Middlesex. Mydrilate (15-mil bottles 0.5 and 1 per cent.). When present stocks are exhausted.

## INFORMATION WANTED

The Editor would appreciate information about: Homyped bathroom sandals. Tim room thermometers.

## MANUFACTURERS' ACTIVITIES



**COMPETITION WINNER:** Mr. R. K. Cain (manager, home sales division (medical) Burroughs Wellcome & Co. (The Wellcome Foundation, Ltd.) presenting a cheque for £250 to Sister Angela, St. Aloysius Convent, London, N.W.1, a first prize winner in their Saxin Slimmers-winners competition. Sister Angela, a teaching nun and an honours graduate of London University is donating all of the money towards the establishment by the Order of a teaching mission in South America.



## NEW PRODUCTS AND PACKS

### PHARMACEUTICAL SPECIALITIES

**Double Size.** — Allen & Hanburys, Ltd., Bethnal Green, London, E.2, are introducing a new double size pack of Dequadin lozenges. They are wrapped in foil and are available additionally to the standard tube of 20.

**For Topical Use.** — Imperial Chemical Industries, Ltd., Pharmaceuticals Division, Alderley House, Alderley Park, Macclesfield, Ches, have added to their list Synalar forte cream containing 0.2 per cent. of fluocinolone acetonide in a water miscible base. It is intended as an anti-inflammatory agent for topical use including the treatment of chronic discoid lupus erythematosus, mycosis fungoides, pemphigus erythematosus and pustular psoriasis.

**Blood Urea Test.** — Azostix reagent strips introduced by Ames Company, Division of Miles Laboratories, Ltd., Stoke Poges, provide a rapid, convenient test for the determination of blood urea. Azostix are of plastic to which is fixed a test portion of enzyme-impregnated cellulose. A semi-quantitative estimate of blood urea is given in 60 seconds from four colour blocks representing 20, 40, 60 and 100 mgm. urea per 100 ml. blood. The test is designed to be used primarily in screening and is not meant to replace more exact analytical procedures. Only one drop of capillary or venous blood is needed to carry it out. Pack is glass bottles of 25 strips with a colour chart.

**For Urinary/Bladder Disturbances.** — Labi Pharmaceuticals, Ltd., Bilton House, Uxbridge Road, Ealing, London, W.5, have introduced Cetiprin, an anticholinergic preparation for the control of frequency and incontinence in the elderly. Cetiprin tablets each contain 50 mgm. of ethyl (3, 3-diphenyl-1-methyl-propyl) dimethylammonium bromide (emepromium bromide). The compound is said to be slowly absorbed from the gastro-intestinal tract and mainly eliminated unchanged in the urine and faeces. In geriatrics an evening dose of two tablets is recommended to eliminate troublesome nighty tenesmus. In chronic cases it is advisable to start with two to four tablets perorally in the evening and reduce the dose when control is established. For hypertonic bladder disturbances one to two tablets perorally are recommended once to six times daily. The manufacturers state that caution should be observed in cases of glaucoma and in cases with large quantities of residual urine. Packs are of fifty and 250 tablets. The distributors for the United Kingdom are Vestric, Ltd., Chapel Street, Runcorn, Ches.

### OVER-THE-COUNTER MEDICINALS

**Antiseptic and Anesthetic.** — The new AAA throat spray offered by Armour Pharmaceutical Co., Ltd., Hampden Park, Eastbourne, Sussex, is designed for the quick relief of sore throat pain and discomfort caused by cold, post-nasal drip or other irritants and minor infections of the mouth and throat. The metered valve spray, giving measured doses, containing 1.5 mgm. benzocaine B.P. and 0.04 mgm. cel-



takonium chloride in an inert flavoured propellant. The claimed advantages of the spray are: Medicament is concentrated on the area of inflammation; no dilution by saliva; penetrates deep into the throat; pain relieved in seconds; metered spray gives measured dose; simple and convenient to use. Each canister contains 7.5 gm. providing 60 x 100 mgm. doses.

### VETERINARY SPECIALITIES

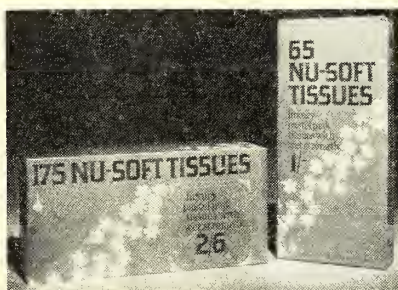
**For Veterinary Operations.** — Precocin, a sterile aerosol spray containing neomycin sulphate, polymyxin B sulphate and zinc bacitracin has been made available by Burroughs Wellcome & Co., 183 Euston Road, London, N.W.1. Being sterile the aerosol may be sprayed on to abdominal viscera or into thoracic cavities and therefore the preparation is said to be of value to equine surgeons since horses are peculiarly susceptible to peritonitis. The company state that "Because it is composed of antibiotics Precocin is restricted to the veterinary profession and to veterinary wholesalers." The aerosol pack provides a minimum of 20 applications.

### SUNDRIES

**With fur.** — Midland Foot Comfort Centre, Ltd., 14 New Meeting Street, Birmingham 4, have added the Kristina fur exercise clog to their range.

**To Attract Children.** — The Dunlop Co. Ltd., G.R.G. Division, Cambridge Street, Manchester 1, have introduced a brand-new goliwog design hot-water bottle specially for children.

**New Packs.** — The National Pharmaceutical Union has arranged for its Nu-Soft tissue packs to be presented in a



new design matching that of the two members of the series here illustrated. They claim the range is now the most attractively packed on the market. They

are confident that, as a result, the year-by-year increase in sales of Nu-Soft tissues will continue and accelerate. Orders for the products should be placed with Maws Pharmacy Supplies, Ltd., Aldersgate House, Barnet, Herts.

### COSMETICS AND TOILETRIES

**Eye-catching Pack.** — Added to the Glossy range by Nichol Beauty Products, Ltd., Old Farm Avenue, Southgate, London, N.14, are non-electric heated rollers "to give a fabulous hair style in ten minutes." They are available in a display pack of 8.

**Specially for Mothers.** — Snowballs, the new cosmetic line from Smith and Nephew, Ltd., Bessemer Road, Welwyn Garden City, Herts, are superfine rayon balls, "gentle and soft just right for mothers and babies and value wise." The Snowball pack, claimed to contain 20 per cent. more rayon balls than any other, is a heat-sealed plastic bag with a perforated top which has a draw-string for easy opening and closing.



**PACKS AND CARTONS:** The tube and jar of Serene beauty cream by Nivea (Southalls Sales), Ltd., Welwyn Garden City, Herts.

**Superlescent Make-up.** — A new press-button make-up from Goya, Ltd., 161 New Bond Street, London, W.1, is "Superlescent Beauty" all-in-one make-up, in a speedy, efficient aerosol. The make-up is described as having a superfine texture, clipping-off minutes from the make-up routine because it goes on so fast. There are six shades: natural ivory and creamy blush neutral tones, muted peach, magnolia rose and hint of honey and golden dawn tawny shades. "Superlescent Beauty" is also available in a tube.

**New Blues for the Eyes.** — The new look for the eyes, says Mme. St. Germain of Lenthéric, Ltd., 17 Old Bond Street, London, W.1, is "rounder with an upward flick" and the correct autumn colour is "new blue." Two shades of the new blue have been prepared in pressed powder of the shade. They are "new blue light" and "new blue dark," both inspired by the blue of Ming pottery and intended to give added emphasis to the eyes. Messrs. Lenthéric have also launched false eyelashes in natural brown, natural black and two-tone natural. The lashes are made from real hair, each individually fixed to the base. Like real lashes they vary in length and are curved to fit the contours of the eyelid, are preshaped and selected for length.



## Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

### A Critical Line

SIR,—On receiving THE CHEMIST AND DRUGGIST this morning—the first advertisement which “caught my eye” was that of a company called Tesco. Tesco is in direct competition with all chemists whether they be private or multiple — and yet you have the affrontery to accept their advertisement for publication in “our” magazine—alongside other ethical companies. What possessed your advertisement manager to do this—certainly with a lack of ethics or feeling for pharmacists at all?

NORTH WALIAN  
[Although we might wish it were otherwise, many regular advertisers in the pharmaceutical Press follow trading policies which, some consider, run counter to the business interests of pharmacists. The Publisher's problem is where to draw the line in the light of the functions of the C. & D. as described on the contents page. — EDITOR.]

### Clomocycline

SIR,—Dr. A. J. Martin, Pharmax, Ltd. (see C. & D., September 9, p. 231) would have liked *Drug and Therapeutics Bulletin* to comment on clomocycline (Megacilor) in its article on tetracycline and children's teeth (DTB, August 4). The drug was not mentioned in that article because nothing is yet known about its effects on children's teeth. Perhaps we should have made this explicit at the time. As the article pointed out, several years have to elapse before dental staining can be reliably assessed, so that there seemed no point in mentioning clomocycline at this stage. Dr. Martin's final statement is therefore surprising. Observations on embryonic chicken bones, newborn rabbits and rats, however interesting scientifically, can hardly demonstrate that clomocycline “is at least as acceptable as oxytetracycline for administration to children.”

A. HERXHEIMER, Editor,  
*Drug and Therapeutics Bulletin*,  
14 Buckingham Street,  
London, W.C.2

### Contractors' Meeting

SIR,—As many of your readers are probably aware the Lancashire Pharmaceutical Committee has for many years held an annual open meeting which has proved to be a most popular event in the north west. This year the meeting will be held at the Greyhound Hotel, Leigh on October 11 at 8 p.m. The hotel is situated on the East Lancashire Road about five miles east of its junction with the M6. The speaker will be Mr. John Charlton (assistant secretary of the Central N.H.S. (Chemist Contractors) Committee) who is probably one of the most experienced men on National Health Service matters. In view of the current considerable interest in N.H.S. topics my committee extends a welcome to all contractors and managers who

may wish to attend this meeting and hopes that large contingents will be present from the Liverpool and Manchester areas. I am particularly asked to point out that managers are fully entitled to attend this meeting in their own right.

ANDREW MEDCALFE, Secretary,  
Lancashire Pharmaceutical  
Committee

### No Hidden Profit

SIR,—The half yearly report of Timothy Whites and Taylors, Ltd., as published in C. & D. (September 23, p. 276), must I think call for some comment and some thought. In this report it is stated that in the six months ended July 15 selective employment tax cost the company over £140,000, and in addition there has been a reduction in income from dispensing, although the numbers of prescriptions was approximately the same. If this is true, and I believe it is, then all the talk about “hidden profit” and “overpayment” must be absolute nonsense.

G. L. BEET  
Bolton-le-Sands, Lancs

### Advice to C.A.G.

Dear Stanley Blum,  
Please don't be glum,  
Your sums will work out yet,  
The cash that you draw,  
Should be less, not more,  
Or halve what your dispenser can get.  
At the size of your staff,  
One just has to laugh,  
And at the wages you pay,  
The Ministry knows  
All the cons and the pros,  
And most businesses aren't run that way.

It's sad but it's true,  
THEY've got me and you  
Worked out to the very last penny,  
Our salary (fee)  
Is that two and three,  
THEY don't care if we have none or many.

Now Chemist's Group Action  
Will never gain traction,  
Whilst THEY laugh at your false denominators,

It's constructive ideas,  
And not petty sneers,  
That C.A.G. should give the negotiators.

Here's a suitable thought,  
Though 'twill come to nought,  
For the paperwork's too complicated.  
Let the fee apply  
To each month's supply,  
When we give a hundred where thirty's estimated.

A. O. BOND,  
Glastonbury, Som

### Plea for an Excursion

SIR,—Ever since my first Conference (circa 1930), I have looked forward with keen anticipation each year to meeting my friends and colleagues on the relaxed and informal occasion of the Conference excursion. It was with

dismay, therefore, that I noted the absence of an all-day excursion at Blackpool this year, and with even greater dismay that I learned that this omission was not only intentional, but could possibly set the pattern for future years. It was a relief, therefore, to hear Messrs. D. E. Sparshott and J. C. N. Wilford speak up on behalf of the excursion. I hope their pleas, together with the overwhelming demonstration in favour of an excursion given by members at the closing session, will convince the Conference organisers that the excursion is the one item they must not cut.

ALLAN SHEPHERD,  
Banstead, Surrey

### Poser Solution

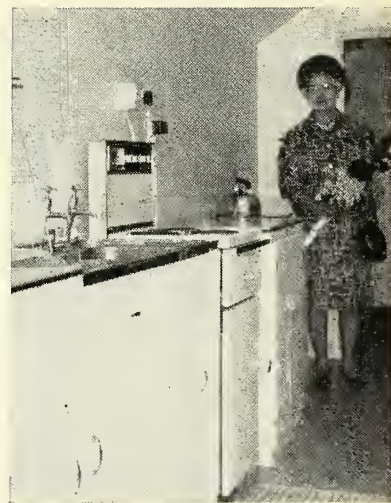
THE “problem” entry in last week's prescription was “Mag. sulph. paste.”

### BRANCH EVENTS

#### HULL

##### A Practical Memorial

A PARTY of eight members and friends of Hull Chemists' Association and local branch of the Pharmaceutical Society, including the chairman (Mr. F. N. Harrison), Mrs. Bays, the treasurer, and the secretary, recently visited Birdsgrove House, at which Mr. Harrison presented Miss M. A. Burr (chairman of the Benevolent Fund Committee) with a cheque representing money raised by Hull pharmacists as a memorial to the late Mr. Harold Bays. The money has been used to redecorate and equip the second-floor kitchenette at Birdsgrove House, and the visitors were able to view the attractive room with its refrigerator, electric cooker and modern stainless-steel sink before leaving for home. In accepting the cheque, Miss Burr said the gift would be a most useful and practical memorial to a well loved member. She spoke of the pleasure it gave her to welcome members of the Association to Birdsgrove House, and her appreciation that it had been possible for them to present the gift personally.



Mrs. Bays admires the new kitchenette installed in memory of her husband.





# CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

ESTABLISHED 1859

Published weekly at

28 Essex Street, Strand, London, W.C.2

TELEPHONE: 01-353 6565

## Prescribing Costs

AN inquiry that "helps to explain why it is so difficult to keep down the cost of pharmaceutical benefits" is referred to in the New Zealand Department of Health's report for the year ended March 31, 1967. Two or three doctors in each of nineteen areas whose prescribing costs were close to the area average were asked to select from an alphabetical list a number of doctors who in their opinion were "good, sound, able and conscientious practitioners". Twenty-eight practitioners who were selected by two or more colleagues and sixty-four who were selected by only one had their prescribing costs compared with the standardised cost figures for their area. The differences were found not statistically significant but the average cost for the selected doctors was a shade higher. Doctors named by two or three selectors showed rather higher costs than those picked by only one, "It appears therefore," states the report, "that doctors who are well thought of by their colleagues tend to be rather more expensive prescribers than the average." The finding is thought not unexpected "This, as never before, is the era of drug treatment. A doctor who got a reputation for being a niggardly prescriber would soon find his practice dwindling away." The report states that on the whole the Department has enjoyed excellent co-operation from the profession in its efforts to control costs. "But there are limits to what can be achieved in that way." It feels that more attention must be paid in future to prices paid for drugs and the terms upon which they are included in the Drug Tariff. Total cost of New Zealand Health Benefits in 1966/67 was £21,110,953 of which pharmaceutical benefits accounted for £10,536,022 (an increase of £779,153 on 1965/66). Average cost per prescription was 12s. 3½d. Perhaps the most down to earth comment by the New Zealand Director-General of Health is "... To ask most doctors to keep a curb on their prescribing is like asking a boxer not to use his fists." People as patients would not approve of their doctor being at such a disadvantage — therefore they must reconcile themselves to that situation as taxpayers.

## Service Tenants and Redundancy Pay

THE spate of cases currently engaging the attention of the courts makes it evident that the Redundancy Payments Act, 1965, is giving rise to difficult problems. A recent case (*Arnold v. Thomas Barrington, Ltd.*) concerned the position of an employee who was required

by his job to occupy residential accommodation provided by his employer, and who was dismissed because his employer required possession of the accommodation. Under the Act an employer would be liable to make a redundancy payment to a dismissed employee if, in substance, the dismissal was attributable wholly or mainly to the cessation of the business for the purpose of which the employee had been engaged or if the requirements of the business for employees to carry out work of a particular kind, whether generally or locally in the place of employment, had ceased or diminished or were expected to cease or diminish.

In a number of trades or businesses, an employee might be required to occupy residential accommodation provided by his employer. Examples might include the manager of a branch pharmacy. In the *Arnold* case the employee was a skilled fitter employed in a garage. He was also required to be at hand for emergency breakdown services. That he should live in a flat provided by the employer was an essential term of his employment, but, it was expressly provided that his occupation was not to create in any way the relationship of a tenant and landlord as between him and his employers. Had there been a tenancy, other considerations would have applied in connection with his occupation of the flat. The employers carried on two separate activities on separate premises—one, on which the employee was employed being a repairing and service garage and the other being a body-building business. The employers decided to sell the latter business, and gave the employee due notice terminating his employment, and requiring possession of the flat. They offered him re-employment as a fitter but without the accommodation. That offer was refused.

The main facts which emerged in the court were that the breakdown service was only a small part of the work on which the employee was engaged, his primary job being that of a fitter; that the work as a fitter had not ceased, and he had been offered such work though without the flat and that the real reason for his dismissal was the desire of his employers to obtain possession of the flat. It could not be said, therefore, that his dismissal had been due "wholly or mainly" to the fact that his work as a fitter had ceased.

The further point then arose whether it could be said that the breakdown service was work of a particular kind that could only be carried out by an employer who was housed in or near the garage, and was a requirement of the business for which the employee had been engaged. The answer to that contention was that the principal work on which the employee was engaged was that of a fitter while the operation of the breakdown service was merely an incidental of his employment as a fitter, which still continued throughout. The breakdown service could not therefore be regarded as work of a particular kind which had ceased, so as to entitle the employee to press his claim for redundancy. In the court's view the only reasons for the dismissal were the desire of the employers to obtain possession of the flat and the refusal of the employee to accept the employment of a fitter which had been offered to him. Accordingly the claim for a redundancy payment failed.

The principles of the case, which are of considerable importance, will of course apply in similar circumstances to other kinds of employment.



# Pharmaceutical Society of Ireland

## MONTHLY MEETING OF COUNCIL

THE Council of the Pharmaceutical Society of Ireland, at its monthly meeting in Dublin on September 12, decided to request the Minister for Health to ensure that all forensic regulations relating to the supply and distribution of drugs be uniformly enforced. It was also decided to ask that the Council be consulted before the enactment of any new forensic regulations affecting pharmacy. The matter arose following a report by Mr. J. P. O'Donnell who represented the Society at the recent Council Meeting of the *Fédération Internationale Pharmaceutique* in Toronto. Mr. O'Donnell undertook to submit a detailed report to the October meeting but mentioned that he was greatly impressed by one resolution adopted by F.I.P. that was particularly appropriate to the practice of pharmacy in the Republic and proposed the following motion modelled on that of the F.I.P. resolution.

"Whereas it is one of the responsibilities of the Department of Health to formulate regulations, designed to protect the safety and health of the citizens of the Republic in respect of drugs, and whereas pharmacists accept these regulations and observe them as a professional responsibility aimed at the public health, and whereas these regulations are not the same for all persons who dispense drugs to the citizens of the Republic, and whereas the regulations which apply to persons other than pharmacists are not effectively enforced, we request that regulations relating to Dangerous Drugs and controlled preparations be the same for all persons who dispense them and that the regulations be enforced with equal vigour in all instances."

Dr. J. H. M. Winters (president, F.I.P.) had submitted a brief report on the F.I.P. Council meeting.

Mr. W. K. Fitch (editor, *Journal Mondial de Pharmacie*), had written pointing out that the F.I.P. was endeavouring to increase the number of its Associate members. Privileges attaching to associate membership included "seeing something of the wide world of pharmacy through an international outlook."

### Regulations Not Observed

Mr. O'DONNELL said it appeared that certain regulations affecting those "keeping open shop" were not being observed by some hospitals and dispensaries. In observing the regulations, community pharmacists were incurring losses. The motion was seconded by Mr. D. J. Kennelly.

The assistant registrar, Mr. P. C. Cahill, reported that a reply had been received from the Minister for Health to a letter from the president (Mr. M. L. Cashman) intimating that so soon as he had studied a memorandum on the present state of Irish Pharmacy prepared by a committee of council members he would be in touch with him.

Mr. Cahill who was deputising for the registrar (Mr. J. G. Coleman) who, with the president, Mr. F. Loughman, Mr. G. O'Neill and Mr. M. F. Walshe, was attending the British Pharmaceutical Conference in Blackpool, also reported that the Minister for Health had replied to a letter from the registrar that stressed the dangers to public health associated with the uncontrolled distribution of antibiotics for veterinary purposes. In his letter the registrar had repeated an earlier request that all substances exempted from controls in the First Schedule to the 1966 Control of Sale Regulations should be automatically included in the Second Schedule so as to ensure that such preparations would be sold only by qualified persons.

The Minister had replied that the question of the ready availability of antibiotics and other medicines for veterinary use had, together with a number of other points raised in the registrar's letter of December 20, 1966, been discussed with *Comhairle na Nimheanna* in order to clarify certain aspects of the *Comhairle's* recommendations that would form the basis of regulations to be made under

the Poisons Act, 1961. Meanwhile, the comments of the Minister for Agriculture and Fisheries, who also had an interest in the matter, on the *Comhairle's* proposals were awaited. In making the proposed regulations, due consideration would be given to those comments and to the views of the Council.

On the motion of Dr. W. E. BOLES, seconded by Mr. R. J. POWER, it was agreed to ask the Minister to consult the Council before making any alteration in the laws relating to pharmacy or introducing fresh forensic regulations.

MR. KENNELLY said it seemed they were not even one step nearer the implementation of the recommendations of *Comhairle na Nimheanna* since their meeting with the former Minister for Health, Mr. O'Malley. Unless proposed regulations were implemented, a "very dangerous situation" could arise. It would be unfair to expect pharmacists to implement the regulations rigidly if the Government did not ensure that dispensaries, hospitals and other institutions observed them in the same manner.

### "A Wonderful Record"

At the outset, Mr. T. R. MILLER (vice-president) who presided, proposed a vote of sympathy with the widow and family of Mr. John Gleeson who had been a member of the Council since 1931. He wished particularly to associate the president, with the resolution. Mr. Gleeson's service on the Council had constituted a wonderful record. He had set an example that would be difficult to emulate. MR. M. POWER said that Mr. Gleeson had been highly esteemed not only by members of the Council but by every member of the profession. Other members added their tributes and, as a mark of respect, rose and observed a minute's silence.

Arising out of the minutes, Mr. Cahill reported that no reply had yet been received from the County Managers' Association to a request for a meeting to discuss pharmaceutical services provided by local health authorities.

On a proposal by Mr. V. G. McELWEE it was agreed to re-examine the structure of the Pharmaceutical Assistants' course. Mr. McElwee also referred to the results of recent degree course examinations. The low pass rate, particularly at First Year Science (Pharmacy) level should, he felt, be a cause of concern to the Council, particularly in view of the declining number of pharmacists. He believed that there was something radically wrong when only fifteen candidates out of forty-eight passed that examination at their first attempt. MR. R. J. SEMPLE felt a fact-finding committee should be set up. While he, personally, thought there were sufficient pharmacists, he considered that the low pass rate called for examination.

MR. KENNELLY said that the difficulty in relation to science generally was the high standard required in mathematics, physics and chemistry. A comparatively high standard was required in a short time. Entrants to the science faculty at present required only a pass in mathematics—physics, chemistry, biology and botany were not required at that stage. A person with no knowledge of those subjects was expected, under conditions totally different from those obtaining in secondary schools, to reach a high standard at the end of one year. A number of schools and educationists were now giving attention to the matter. Many schools were recommending that science students, who had passed their Leaving Certificate examination, should take a pre-university course with Dublin Vocational Education Committee in Kevin Street, where mathematics, physics, chemistry and biology were taught. He understood from the dean of a certain college that students who had taken that course had later gone through the univer-

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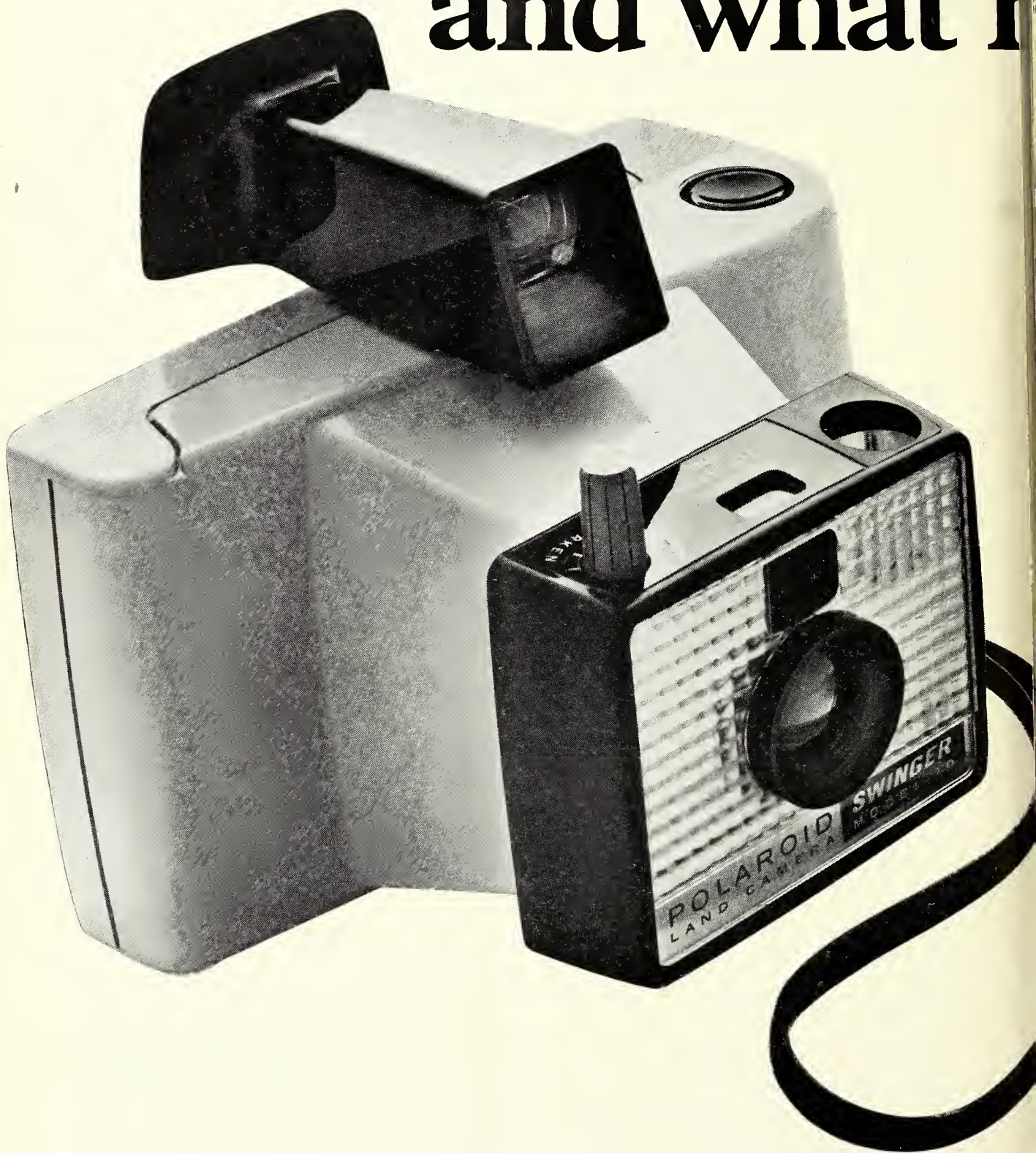
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# cumulative price changes

AMENDING C & D  
QUARTERLY PRICE LIST  
FOR SEPTEMBER 1967

No. 89 For Men (468 F) existing entry

No. 89 For Men (468 F)

after shave lotion	—	—	11 9
brilliantine	—	—	21 9
oil	—	—	11 9
solid	—	—	21 9
deodorant	—	—	8 6
hair cream	—	—	8 0
lotion	—	—	8 0
pre-shave lotion	—	—	9 0
shampoo cream	—	—	11 9
shaving cream	—	—	21 9
lather	—	—	9 0
tube	—	—	16 9
jar	—	—	6 9
brushless	—	—	9 0
tube	—	—	12 3
bowl	—	—	8 6
talcum	—	—	15 0
toilet soap (3)	—	—	30 0
toilet water	—	—	50 3
	—	—	93 9

4711 (113 5 & B)  
eau de Cologne  
atomiser No. 9810 152 0 42 0 22 6

Akineton (86 Barclay)  
tablets 250 73 10ea — 110 9  
tablets 20 — — —  
200 — — —

Albamycin (1263 Upjohn) T5  
tablets 250mgm 100 180 0ea — —

Allegron (378 Dista)  
tablets 10mgm 75 — — —

Allenbury's (34 A & H)  
malt extract 1 lb 42 9 — 4 9  
2 lb 79 6 — 8 10

with c.l.o. 1 lb 42 9 — 4 9  
2 lb 79 6 — 8 10

butterscotch  
flavour 1 lb 42 9 — 4 9  
2 lb 79 6 — 8 10

pastilles  
blackcurrant 2oz 20 0 3 4 2 6  
1 lb 9 9ea 1 8ea 14 8

Ammident (1178 Stafford)  
toothpowder — — — —

Amokole (781 Lusty's)  
tablets 50 21 0 5 9 3 1  
125 48 0 13 2½ 7 6

Ampiclox (1393 BRL)  
Ampiclox Neonatal (1393 BRL) T5

Ancoloxin (179 BDH) †s7  
tablets 250 101 4ea — 152 0

André Philippe (48 AP)  
shampoo lacquer  
remover 28 11 9 3 2½ 1 9

Anusol HC (1310 WW) T5  
ointment 15gm 122 0 — 15 3  
10gm — — —

Assugrin (1493 Zyma)  
Fullsweet cubes 100 31 6 — 3 6

Berkmycen (117 BPL) T5  
capsules 250mgm 16 4 11ea — 7 5  
100 28 0ea — 42 0

tablets 1000 248 4ea — 372 0  
16 4 11ea — 7 5  
100 28 0ea — 42 0  
1000 248 4ea — 372 0

Betnesol (518 Glaxo)  
ointment — — — —

Betnesol-N (518 Glaxo)  
cream — — — —

Biopar (61 APC)  
forte tablets 60 10 8ea — 16 0  
500 76 0ea — 114 0

Brallium (533 Grabowski)  
lotion 3% 100gm — — —  
4% 100gm — — —

Brands (1221 Thawpitt)

calf's foot jelly 10½oz 29 11 — 3 2  
essence of beef 2½oz 37 2 — 4 0  
Brylcreem (105 BTD)  
travel case 55 11 15 5 7 7½  
Bynin Amara (34 A & H)

D Calazeam (312 AC)  
cream 15 6 4 3 2 6

D Calcium-Diuretin (86 Barclay)

Camdogon (221 Camden)  
horse ringworm  
treatment 450 mils 16 0ea 4 5ea 28 5

Candepin (774 LR) T5  
vaginal tablets 28 18 10ea — 28 3

Cardiazol (86 Barclay)  
liquid 10% 10mils 50 0 — 6 3  
liquid 10% 100mils — — —

D Cardiazol Dicodid (86 Barclay)

D Cardiazol ephedrine (86 Barclay) all packs

D Cerevon (218 Calmic)  
elixir 40oz — — —

Cinemax (817 MP5)  
cine camera C401 — — 1199 6

Colorfast (265 Clairol)  
shampoo 4oz 32 6 8 6 4 10

Conquerors (312 AC)†  
anti-smoking tablets 18 35 6 9 9 5 10

Coronette (563 Hampshire)  
lacquer refill 13 6½ 3 8½ 1 10

Cradocap (1007 PL)  
shampoo tube 18gm 18 0 5 0 2 8

Crystapen G (518 Glaxo) T5  
tablets 125mgm 100 10 6ea — 15 9  
500 50 0ea — 75 0

250mgm 100 20 0ea — 30 0  
500 97 6ea — 146 3

Crystapen V (518 Glaxo) T5  
tablets 125mgm 100 11 6ea — 17 3  
500 54 6ea — 81 9

1000 105 0ea — 157 6  
250mgm 100 22 6ea — 33 9  
500 105 0ea — 157 6

1000 205 0ea — 307 6

CVK (2 Abbott) T5  
capsules 125mgm 100 11 6ea — 17 3  
500 54 6ea — 81 9

250mgm 100 22 6ea — 33 9  
500 105 0ea — 157 6

Film tabs 125mgm 50 6 6ea — 9 9  
100 11 6ea — 17 3

500 54 6ea — 81 9  
1000 105 0ea — 157 6

250mgm 25 6 6ea — 9 9  
100 22 6ea — 33 9  
500 105 0ea — 157 6

1000 205 0ea — 307 6

D Denclen (832 MW)  
Denclen (657 IL)

Dentu-Creme (1178 Stafford)  
economy size 34 5 9 6 4 9

Depronol SA (1310 WW) †s1  
capsules 50 27 0ea — 40 6  
250 121 6ea — 182 3

Desert Flower (1131 Shulton)  
hand and body lotion  
special 1717 53 3 14 3 8 0

perfumed Cologne 1735 80 9 21 8 12 2

Dimyrlil (1530 Fisons)  
pastilles 20 0 — 2 6

Distaquaine V (378 Dista) T5

tablets 125mgm 100 11 6ea — 17 3  
500 54 6ea — 81 9  
1000 105 0ea — 157 6  
250mgm 100 22 6ea — 33 9  
500 105 0ea — 157 6  
1000 205 0ea — 307 6

D elixir 60 mgm — — —

D elixir forte — — —

D tablets 125mgm 12 — — —

D tablets 250mgm 12 — — —

Distaquaine V-K (378 Dista) T5

elixir 60mils 2 8ea — 4 0

syrup 125mgm 100mils 7 3ea — 10 10½

250mgm 100mils 13 9ea — 20 7½

tablets 125mgm 100 11 6ea — 17 3  
500 54 6ea — 81 9

1000 105 0ea — 157 6

250mgm 100 22 6ea — 33 9  
500 105 0ea — 157 6  
1000 205 0ea — 307 6

D Distivite (378 Dista)  
tablets 20mgm 25 — — —

Dorothy Gray (385 DG)

Young and Lovely

beauty lotion 54 0 14 10 8 6

cleansing grains 51 0 14 0 7 9

clearing cream 58 0 15 11½ 9 0

face pads 61 0 16 9 9 3

foundation 51 0 14 0 7 9

heal and conceal  
stick 51 0 14 0 7 9

skin cleanser 54 0 14 10 8 6

D Dreamland (1501 DEA) existing entry

Dreamland (1501 DEA)  
electric blankets

Galaxy

48×24 5LB — — 89 6

48×44 DLB — — 119 6

Family

56×24 35 — — 109 6

56×44 3D — — 139 6

New Standard

60×30 F5 — — 119 6

60×48 FD — — 169 6

New Luxury

60×30 L5 — — 139 6

60×48 LD — — 194 6

dual control LDD — — 219 6

washable cover

single SC — — 26 6

double DC — — 34 0

D Droleptan (922 Ortho) †s48

tablets 2.5mgm 50 12 8ea — 19 0

10mgm 50 35 0ea — 52 6

English Lakes (424 ELP)

perfume Lakes

Magnolia, Tarn

How's Otto,

Brathay Otto,

Cumberland Otto

minipak 340 0 93 6 4 6

(1gross) (1gross)

1oz 8 0ea 2 2½ea 15 0

1oz 12 0ea 3 4ea 23 0

3×1oz 32 0ea 8 9ea 61 0

1oz 20 0ea 5 6ea 38 0

1oz 40 0ea 11 0ea 71 0

English Lakes

"67" 1oz 94 0 26 0 7 6

(2oz) (2doz)

lavender water and

cascade 2oz 106 6 29 4 17 6

4oz 16 0ea 4 5ea 30 6

toilet water 2oz 12 0ea 3 4ea 21 6

4oz 24 0ea 6 7ea 42 6

coffret C.I. 32 0ea 8 9ea 59 0

Estee Lauder (425 ELC)

Wonderfirm 2oz — — 42 0

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## D Exuberance (813 MF) existing entry

Exuberance (813 MF)				
after-bath oil spray	162	0	38	6
bath cubes (6)	31	4	7	5
dusting powder	107	4	25	6
dry-skin perfume	155	4	36	11
bath oil	155	4	36	11
parfum Cologne	20z	93	4	22
	4oz	128	0	30
soap (3)	55	4	13	2
spray mist	155	4	36	11
talcum	34	8	8	3

## D Eylure (443 Eylure) existing entry

Eylure (443 Eylure)				
brush No. 3	40	0	—	5
brush on make-up set	111	0	30	6
clean'n curl kit	57	6	15	10
cosinda	22	0	6	1
nailfile boards (5)	22	0	6	1
standard size (10 x 5)	22	0	6	1
contour blending brush	57	6	15	10
cosmetic pencils	23	6	6	6
5in	26	6	7	6
7in	14	6	4	1
cosmetic sponge	111	0	30	6
Disguise	20	0	—	2
eyelash applicator	205	0	56	5
eyelashes	205	0	56	5
goldline	84	0	—	10
silverline	116	0	—	14
waterproof	124	0	—	15
eyelashes self-adhesive	132	0	—	16
natural daytime	140	0	—	17
medium close	140	0	—	17
close	168	0	—	21
3D coquette	200	0	—	25
3D sophisticate	148	0	—	18
3D mannequin	140	0	—	17
eyelashes sable tone	168	0	—	21
two star	200	0	—	25
three star	124	0	—	15
double outer fringe	140	0	—	17
eyelashes natural fur	145	0	39	11
discreet trim	168	0	46	4
long trim	189	0	52	0
eyelashes jewelled	189	0	52	0
natural fur	52	0	14	4
close R.T.	44	0	12	1
sable two star	44	0	12	1
sable tone	57	6	15	10
Eylight	60	6	16	8
eyeliner brushes	35	0	9	8
red sable standing	84	0	—	10
red sable contour	100	0	—	12
red sable folding	100	0	—	12
Eymatic mascara	16	0	—	2
refill	60	0	—	7
finger nails regular	3	4	11	6
slimline	11	6	3	2
longline	16	0	—	2
fixative self-adhesive	28	0	—	3
Hairlites	40	6	11	2
Lashclens	26	6	7	6
Lashcurl	40	6	11	2
Lashfix standard	31	6	8	8
large	33	6	9	3
lipbrush	68	0	—	8
lip liner pencils	125	0	34	5
Liquiliner	20	0	—	2
Liquiliner and eye	32	0	—	4
make-up remover	28	6	7	10
Lovlinail	30	0	—	3
Mend'a nail	34	0	—	4
Model Eyes	85	8	23	7
Nailfix	37	0	10	2
remover	37	0	10	2
nail polish remover	45	6	12	6
red sable brush	57	6	15	10
No. 1	84	0	—	12
No. 2	30	0	—	3
Shadobrow	34	0	—	4
Shadoliner	85	8	23	7
Shadomatte	37	0	10	2
Shadostick	37	0	10	2
three-in-one brush	45	6	12	6
three to get ready	57	6	15	10

## D Farina, Johann Maria (592 Gorney)

Ferromyn (218 Calmic)				
"B" elixir	20oz	17	1ea	—
elixir	40oz	—	—	—
"B" elixir	40oz	—	—	—
Fidji (Laroche (1415 Parim))				
eau de toilette	20z	—	—	53
	4oz	—	—	90
	8oz	—	—	160
perfume	2oz	—	—	57
	4oz	—	—	90
	8oz	—	—	130
	2oz	—	—	200
de luxe	2oz	—	—	225
atomiser	2oz	—	—	70
refill	2oz	—	—	40
soap (1)	—	—	—	8
(3)	—	—	—	23

## Flexazone (117 BPL) ts4B

tablets 100mgm				
	250	19	0ea	—
	1000	70	0ea	—
	200mgm	250	37	0ea
Floris (468 F)				
bath cubes (6)	—	—	—	8
bathofloris powder tin	—	—	—	17
	—	—	—	48
	—	—	—	35
hair set	—	—	—	15
hand cream	—	—	—	9
	—	—	—	18
lotion	—	—	—	8
	—	—	—	13
	—	—	—	21
	—	—	—	11
	—	—	—	21
mouthwash	—	—	—	20
	—	—	—	13
perfume vaporiser	—	—	—	20
set	—	—	—	13
refill	—	—	—	9
perfume and toilet	—	—	—	21
water	—	—	—	9
sprays gilt	—	—	—	45
Limoges	—	—	—	37
china	—	—	—	5
perfumed candle	—	—	—	9
refill	—	—	—	7
pomander reviver	—	—	—	9
essence	—	—	—	7
pot-pouri reviver	—	—	—	9
essence	—	—	—	5
sachets scented,	—	—	—	9
paper	—	—	—	15
lace covered satin	—	—	—	15
Fluoderm (179 BDH) TS				
cream	15gm	8	0ea	2
plain	15gm	7	6ea	2
ointment	15gm	8	0ea	2
Fujica (565 Hanimex)				
projector, cine	—	—	—	2600
Fujicascope SM1	—	—	—	990
Dual	—	—	—	0
M3	—	—	—	0
cameras, still	—	—	—	577
Compact 35	—	—	—	6
Mini, Half and Drive	—	—	—	—
Fujichrome (565 Hanimex)				
film R25	—	—	—	27
RT50	—	—	—	27
standard 8	—	—	—	22
Germaine Montcil (1486 GM)				
beauty base	—	—	—	25
Superglow foundation	—	—	—	19
	—	—	—	10
	—	—	—	30
Idol-Eyes	—	—	—	32
eye lashes	—	—	—	6
lotion iris	—	—	—	17
Royal Secret	—	—	—	9
Cologne	2oz	—	—	30
	4oz	—	—	50
Germoloids (104 BP)				
ointment	30	7	7	9
Glaxo (518 Glaxo)				
vaccines	—	—	—	4
tetanus (F.T.)	1mil x 3	—	—	0
vial 10mils	—	—	—	0
Glymiel (1351 WLU)				
lip salve	26	0	7	2
	(2doz)	—	(2doz)	—
Gnome (520 Gnome)				
projectors	—	—	—	714
Alphax Major 722	—	—	—	6
Goddess (280/CP) 5 pack minimum order				
hairspray standard	35	0	9	6
large	46	2	12	8
Hanimex (565 Hanimex)				
cameras, cine	—	—	—	857
Loadmatic M300T	—	—	—	6
MP400T	—	—	—	1070
MP500T	—	—	—	1190
MP800T	—	—	—	1590
Copal Sekonic	—	—	—	1239
Eye 300	—	—	—	0
exposure meters	—	—	—	90
PR60 CdS	—	—	—	106
PR65 CdS	—	—	—	5
Sekonic L8B	—	—	—	99
Brockway L28C	—	—	—	319
Brockway slides	—	—	—	66
Auto Lumi L86	—	—	—	92
Viewmeter L206	—	—	—	279
Marine L164	—	—	—	785
projectors, cine	—	—	—	720
Loadmatic Dual 8	—	—	—	0
projectors, slide	—	—	—	239
Hanorama 300	—	—	—	6
Hanomat IQ	—	—	—	470
Hanomat Auto IQ	—	—	—	645
La Ronde IQ	—	—	—	510
Auto IQ	—	—	—	665
Auto 500	—	—	—	590
Super Auto IQ	—	—	—	799
with lamp	—	—	—	6
with timer and	—	—	—	879
lamp	—	—	—	6
Super Auto	—	—	—	899
IQ250	—	—	—	6
with lamp	—	—	—	979
with timer and	—	—	—	6
lamp	—	—	—	0
viewers	—	—	—	21
Hanimette	—	—	—	0

## Harriet Hubbard Ayer (852 Molyneux)

Imagination					
after bath oil spray	—	—	—	—	55
refill	—	—	—	—	32
bath oil	—	—	—	—	35
parfum de toilette	—	—	—	—	37
aerosol	—	—	—	—	55
refill	—	—	—	—	32
perfume	—	—	—	—	57
soap	—	—	—	—	10
talcum	—	—	—	—	11
Helena Rubinstein (596 HR)					
Lumina compact	—	—	—	—	39
make-up	—	—	—	—	15
eye shadow	—	—	—	—	42
face powder	—	—	—	—	42
foundation	—	—	—	—	42
lipstick	—	—	—	—	15
Herbalene (781 Lusty's)					
2 1/2oz	17	6	4	10	2
5oz	26	0	7	1 1/2	3
Hygex (598 Henderson) existing entry					
Hygex (598 Henderson)					
brushes					
ladies hair					
bristle	301	103	9	28	6
wire	102	64	9	17	10
military					
bristle	361	107	6	29	7
nylon	385	71	8	19	8
nail bristle	750	36	3	10	0
	770	26	3	7	3
nylon	775	17	1	4	8
Ilosone (413 Lilly) TS					
for oral suspension					
100mils	11	8ea	—	—	17
Imperacin (649 ICI) TS					
syrup	60mils	4	9ea	—	7
Inco (1073 Robinson)					
pads	10	65	0	—	7
Iod Calcium Diuretin (86 Barclay)					
Ipsel (1093 Sale)					
hygienic baby salve					
tubelets (10)	30	0	8	3	4
Italian Marble (1561 MD)					
bath bliss	100cc	84	0	22	6
bath talcum	85gm	71	0	19	0
Jean Sorelle (669 Sorelle)					
glass decanter					
bubble bath					
SO804	67	0	17	11	9
skittle	SO715	32	7	8	8 1/2
teenage doll	SO716	53	7	14	9 1/2
Junabeans (781 Lusty's)					
200	33	0	9	1	4
Kalms (781 Lusty's)					
tablets	150	57	0	15	8
	500	15	3ea	4	2ea
Kelgar (781 Lusty's)					
perles	96	66	0	18	1 1/2
Kelm (781 Lusty's)					
	63	0	—	—	7
KiKU (1587 RFL)					
after bath Cologne					
4oz	—	—	—	—	39
8oz	—	—	—	—	59
bath oil	—	—	—	—	52
bath powder	—	—	—	—	39
bath soap (1)	—	—	—	—	14
(3)	—	—	—	—	37
bath tray	—	—	—	—	10
Body soft	—	—	—	—	37
Kilkof (939 Parkinson)					
3oz	18	2	5	0	2
8oz	36	4	10	0	5
Kotex (702 KC)					
sanitary towels					
size 1	12	23	6	—	2
	5	10	6	—	1
size 2	12	26	3	—	2
size 0	10	18	0	—	2
Lentheric (753 Lenthier)					
shape-maker compact	—	—	—	—	21
refill	—	—	—	—	8
Onyx hair lotion	—	—	—	—	8
without oil	—	—	—	—	14
Tweed after-bath spray	—	—	—	—	34
Lilia (761 Lila-White)					
sanitary towels					
new disposable	12	20	7	—	2
Lil-lets (761 Lilia-White)					
normal	10	19	4	—	2
super	10	21	5	—	2
super plus	10	23	11	—	2
Liquifruta (1102 Sanitas)					
pastilles	18	6	5	1	2
Lusty's (781 Lusty's)					
back and kidney					
herbs	17	6	4	10	2
bath cubes (6)	30	0	8	3	4
brilliantine	16	0	4	5	2
charcoal tablets	60	13	0	—	1
	150	22	0	—	2
	500	36	0	—	7
Charvita tablets					
120	35	0	9	7 1/2	5
chlorophyll tablets					
5gr	100	18	6	5	1
3gr	120	18	6	5	1
constipation herbs	17	6	4	10	2



culinary herbs parsley, marjoram, sage, thyme, mint and mixed 1/2oz 9 0 — 1 0 bay leaves 1oz 8 6 — 1 1 1/2 digestive tablets 50 17 6 4 10 2 6 150 38 0 10 5 5 6 Fullers earth cream 14 6 3 1 1/2 2 1 garlic perles 96 66 0 18 2 9 8 192 122 0 33 0 18 0 1000 44 0ea 12 1ea 77 6 tablets 50 21 0 5 9 3 1 150 59 0 16 2 8 8 500 13 0ea 3 7ea 23 0 1000 20 0ea 5 6ea 35 3 herbal ointment 1oz 14 6 4 0 2 1 2oz 20 0 5 6 3 0 cigarette mixture gold seal 23 6 — 2 9 pipe mixture gold seal 16 6 — 2 0 skin cream tube 17 0 4 8 2 6 2oz 22 0 6 0 3 3 tablets special 50 17 6 4 10 2 6 150 38 0 10 5 5 6 kelp powder pure 4oz 17 6 4 10 2 6 7oz 26 0 7 1 3 9 tablets 5gr 150 28 0 7 8 4 1 500 69 0 19 0 10 2 malted 12gr 40 14 6 4 0 2 1 120 33 0 9 1 4 10 300 58 0 15 1 8 6 1000 15 0ea 4 1 22 6 capsules 24 22 0 6 0 3 3 84 62 0 17 0 9 1 lecithin capsules 300 8 4ea 2 3 1/2ea 12 6 lemon hand cream tube 17 0 4 8 2 6 2oz 22 0 6 0 3 3 lime flower tisane 4 1/2oz 36 0 — 3 9 12 0 — 1 6 menthol cones natural herb tablets 60 14 6 4 0 2 1 150 26 0 7 1 3 10 50 17 6 4 10 2 6 150 38 0 10 5 5 6 nerve tablets 150 38 0 10 5 5 6 perfume, Indian Flowers, Eastern Poppies, Flor d'Orient 34 0 9 4 5 0 pilewort ointment tube 19 6 5 4 2 10 and with hazel suppositories 12 27 0 7 5 4 0 pills celery, neuritis, anaemia or catarrh 60 16 0 4 5 2 4 raspberry leaf tablets 40 15 0 4 1 2 3 120 35 0 9 7 5 2 tea 17 6 4 10 2 7 rheumatism herbs rose-hip tablets 17 6 4 10 2 7 150 48 0 — 6 0 500 12 0ea — 18 0 1000 22 8ea — 34 0 royal serum capsules trial 13 3ea 3 8ea 23 3 full course 37 6ea 10 4 1/2ea 66 0 seaweed bath tablets 50 17 6 4 10 2 6 150 38 0 10 5 5 6 and celery tablets 50 17 6 4 10 2 6 150 38 0 10 5 5 6 and sarsaparilla tablets 50 17 6 4 10 2 6 150 38 0 10 5 5 6 sleep-inducing tablets 50 17 6 4 10 2 6 150 38 0 10 5 5 6 spices, cinnamon talcum powder 14 0 — 1 7 witch hazel 22 0 6 0 3 3 yeast tablets 500 46 0 — 2 0 1000 6 3ea — 5 9 9 0 Marcus (1391 MHL) after shave 8 6ea 2 4ea 15 6 Cologne 10 8ea 2 11ea 19 6 deodorant 4 8ea 1 4ea 8 6 hair dressing 4 8ea 1 4ea 8 6 talcum 5 9ea 1 7ea 10 6 tonic bath 8 6ea 2 4ea 15 6 trayette complete 42 9ea 11 10ea 78 0 Marmite (152 Bovril) 2oz 16 5 — 1 8 4oz 28 9 — 2 11 8oz 47 6 — 4 10 16oz 86 0 — 8 9 Max Factor (813 MF) Ultra Lucent counter shine 72 8 19 0 10 8 Medina (1391 MHL) aquabath foam 9 0ea 2 6ea 16 6 Cologne 10 8ea 2 11ea 19 6 deodorant 4 8ea 1 4ea 8 6 facial cleanser 6 11ea 1 11ea 12 6 hand and body lotion 5 9ea 1 7ea 10 6 talcum 5 9ea 1 7ea 10 6 vanity tray complete 42 9ea 11 10ea 78 0 Mene (1073 Robinson) sanitary towels size 0 20 9 — 2 3 1 23 1 — 2 6 2 27 8 — 3 0 3 34 7 — 3 9 4 41 6 — 4 6 Metamsustac (972 Pharmax) ts48 tablets 15mgm 250 37 0ea — 49 4 Miners (876 MP) Quick Clean 26 6 7 7 1/2 3 11 Tingle 26 6 7 7 1/2 3 11 Modicare (1261 Ucal) lozenges 20 18 0 — 2 6 Moditen (1176 Squibb) ts48 tablets 5mgm 100 40 0ea — 60 0 Moviscop (1436 D & Co) Moviscop (520 Gnome) editor viewer 16 — — 1070 0 standard 8 — — 891 6 Nailoid (31 AP) (distributors 1054 R & R) nail hardener 101 4 27 10 1/2 15 0 Napsalgic (378 Dista) ts1 tablets 100 15 0ea — 22 6 500 67 6ea — 101 3 Nembutal (2 Abbott) ts1s4A capsules 100mgm 100 11 4ea — 15 1 500 52 8ea — 70 3 1000 99 9ea — 143 0 5000 490 2ea — 653 7 Netelast (1087 Roussel) elasticated net bandage size A 10metres 17 0ea — — 50metres 75 9ea — — B 10metres 25 10ea — — 50metres 122 10ea — — C 10metres 32 11ea — — 50metres 158 8ea — — D 10metres 37 0ea — — 50metres 176 10ea — — E 10metres 47 7ea — — 50metres 230 11ea — — F 10metres 75 9ea — — 50metres 183 11ea — — G 50metres 230 11ea — — Nilodor (1474 NRA) Nilodor (1416 NSC) Nostriline (1549 Matthews) 20 6 5 8 2 9 Novalgin (97 Bayer) Novara (128 Biometica) oil of youth 115cc 105 7 28 4 15 6 Nuvacon (179 BDH) ts48 tablets 21 55 0 — 6 10 Nystaform (1460 Dome) TS ointment 30gm 15 0ea — 22 6 Old Spice (1131 Shulton) after-shave lotion 3712 46 3 12 5 7 0 3710 69 6 18 8 10 6 travel pack 3719 54 9 14 8 8 3 presentation 3711 122 6 32 10 18 6 talcum 3734 43 0 11 6 6 6 skin conditioner 3750 69 6 18 8 10 6 body talcum 3740 67 9 18 2 10 3 3742 43 0 11 6 6 6 Cologne for men 3722 54 9 14 8 8 3 3720 74 6 20 0 11 3 deodorant aerosol 3881 43 0 11 6 6 6 after-shave lotion lime travel pack 3503 62 0 16 7 9 8 lime soap 3583 31 6 8 5 4 6 deodorant aerosol 3872 — — — V.S.O.R. all purpose lotion 3787 75 0 20 1 11 6 3782 314 0 84 2 47 6 Opilon (1278 VD) (distributors 1310 WW) tablets 40 mgm 50 18 0ea — 27 0 250 84 0ea — 126 0 Smgm 50 & 200 — — — Outdoor Girl (876 MP) Total Finish 25 4 6 11 1/2 3 6 Pan (1524 Chembro) Pan (1164 SSL) Pandora (1590 Setatome) Pandora (540 GES) Papaverine (86 Barclay) Paracodin (86 Barclay) s1DDI tablets 20 59 0 — 7 5 drops 100mils Para Hypon (218 Calmic) tsDDI tablets 10 20 0 5 6 dp 100 12 0ea — — Parke-Davis (938 PD) shaving cream tube 24 0 6 7 1/2 3 7 brushless tube 24 0 6 7 1/2 3 7 Personality (31 AP) (distributors 1054 R & A) bath velvet 44 0 12 1 6 6 71 0 19 6 10 6 Plastules (1352 Wyeth) plain 30 folic acid 30 liver extract 30 Polivirin (518 Glaxo) ampoules 1ml x 6 Priatan (86 Barclay) all packs Radian (1023 Radiol) massage cream 4oz 40 0 11 0 5 6 Relaxa-Tabs (657 IL) existing entry Relaxa-Tabs (657 IL) ts7 tablets 18 22 3 6 1 1/2 3 4 36 37 2 10 2 1/2 5 6 Remington (1044R) shaver Selectric 300 140 3ea 37 7ea 231 0 Revlon (1052 Revlon) Colour Silk † Rexall (1053 Rexall) Brightener toothpaste 150gm 32 6 8 11 1/2 4 11 Rheumalene (781 Lusty's) balm 23 0 6 4 3 4 Ricoh (S6S Hanimex) existing entry Ricoh (S6S Haninex) cameras 35mm 126-C-EE — — 339 6 case — — 40 0 126 Auto — — 597 6 case — — 59 0 Super Shot — — 757 6 case — — 70 0 Singlex TLS — — 1677 6 case — — 79 6 Ricohflex CdS — — 997 6 case — — 80 0 projector — — 900 0 Trioscoper Dual — — — Riddobron (1059 Riddell) tablets † Riddohaler (1059 Riddell) † Rolleicord (637 Hunter) camera VB — — 1246 6 S.7 (218 Calmic) cream 30gm pessaries 12 Sanatogen (1530 Fisons) selected multi- vitamins plus iron 60 112 0 — 14 0 Sari (1561 MD) bath bliss 100cc 84 0 22 6 12 6 Saventine (972 Pharmax) tablets 39mgm tablets 30mgm Schick (1054 R & A) dial adjustable razor 113 2 31 2 16 9 double-edged razor 118 4 32 6 17 6 razor kit H.M.500 284 0 78 1 42 0 Scram (1116 SP) (distributors 1545 Vestric) mouse repellent 10 0 — 1 2 Seven Seas (176 8CLO) cod liver oil 6oz 24 9 — 2 9 16oz 51 9 — 5 9 mint flavour 6oz 29 3 — 3 3 capsules 25 18 0 — 2 3 50 28 0 — 3 6 100 52 0 — 6 6 500 156 0 — 19 6 6oz 38 3 — 4 3 syrup Sevilan (580 DH & Co.) acne cream 20gm 48 0 13 2 1/2 7 6 Silvikrin (105 BTD) existing entry Silvikrin (105 BTD) 75 hairdressing 46cc 18 3 6 1 3 0 98cc 30 5 10 1 5 0 aerosol 120gm 32 5 10 9 5 3 hair cream 74cc 16 9 4 7 1/2 2 3 1/2 150cc 24 10 6 10 3 5 hairdressing 74cc 22 4 6 2 3 1 164cc 33 6 9 3 4 7 hairspray 120gm 33 6 9 3 4 7 207gm 48 6 13 4 1/2 6 7 1/2 pure 158cc 74 6 20 6 10 2 shampoo liquid minibottle 6 2 1 8 1/2 10 34cc 13 7 3 9 1 10 1/2 70cc 22 4 6 2 3 0 1/2 165cc 42 10 11 9 1/2 5 10 cream or lemon minibottle 6 2 1 8 1/2 10 34cc 13 7 3 9 1 10 1/2 70cc 22 4 6 2 3 0 1/2 Skin Life (596 HR) throat and neck cream lotion — — — 72 0 42 0 Slacks (781 Lusty's) rheumatism tablets 50 17 6 4 10 2 6 Smith Kendon (1152 SK) glucose boiled sweets 16oz 44 6 6 8 5 3
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<b>Solo (810 Maw)</b> men's hairdressing					
17	1	4	8½	2	6
<b>Sovetol (86 Barclay)</b> jelly					
<b>Spray Net (597 HCL)</b> hair spray 3-way					
110gm	34	10	9	4	4
200gm	42	9	11	6	5
265gm	53	4	14	4	7
100gm	33	7	9	0	4
refill	50cc	9	2	5	1
<b>Styptol (86 Barclay)</b>					
<b>Supersoft (563 Hampshire)</b> hairspray hard to hold No. 3					
33	11½	9	4	4	7
<b>Tabac Original (961 EGP)</b> deodorant spray					
84gm	—	—	—	15	0
147gm	—	—	—	22	0
<b>Tang-y (906 Nutona)</b> apple molasses					
67	6	—	—	3	9
<b>Tellora D3 (1217 Tell)</b> 2oz and 8oz 1½oz and 5½oz					
<b>Thean 500 (68 AH)</b> suppositories					
10	78	0	—	9	9
<b>Tonabath (331 C of C)</b> foam bath capsules					
8	45	9	12	3	6
16	72	6	19	6	10
<b>Topsy (109 BCL)</b> baby cream jar					
21	2	5	10	3	0
<b>Travla (761 Lilia-White)</b> sanitary towels					
38	1	—	—	4	—
<b>compressed</b>					
36	9	—	—	4	—
<b>(1 gross)</b>					

<b>Tricloril (S18 Glaxo)</b> tablets					
<b>Trio-kit (1154 SNP) existing entry</b>					
<b>original</b>					
21	0ea	2	8ea	30	2
40	0ea	8	3ea	63	3
<b>Triperidol (922 Ortho) ts4B</b>					
<b>tablets 0.5mgm</b>					
100	25	0ea	—	37	6
500	112	6ea	—	168	9
1mgm	50	16	3ea	24	4½
250	75	0ea	—	112	6
<b>Twice as Nice (S63 Hampshire)</b> shampoo and conditioner dual sachet					
4	11½	1	4½	8	—
<b>Ultra Brite (280 CP) 5 pack minimum order</b>					
<b>tooth-paste standard</b>					
34	6	2	4½	—	—
<b>large</b>					
49	4	13	5	3	5
<b>V-Cil-K (413 Lilly) T5</b>					
<b>tablets 125mgm</b>					
100	11	6ea	—	17	3
500	54	6ea	—	81	9
1000	105	0ea	—	157	6
250mgm	100	22	6ea	33	9
500	105	0ea	—	157	6
1000	205	0ea	—	307	6
<b>Velm (781 Lusty's)</b> toilet soap					
8	6	2	4	1	2
<b>Vitalup (34 A&amp;H)</b> tablets					
60	96	0	—	12	0
<b>Voigtlander (673 J of H)</b> projectors					
<b>Perkeo 3505</b>					
—	—	—	—	510	0
<b>White's, Dr. (761 Lilia-White)</b> sanitary towels					
0	20	3	—	2	1
1	22	6	—	2	4
2	26	1	—	2	9
3	27	10	—	2	11
E1	12	1	—	1	3
<b>Woodwards (1366 Woodward)</b> teething drops 10cc					
24	2	6	8	3	3

<b>Zim (312 AC) existing entry</b>					
<b>Zim (312 AC)</b> dental balm					
1oz	14	6	4	0	2
pastilles	10	4	3	11	2
<b>Zom (312 AC) †</b> tablets					
25	12	0	3	3½	2
50	16	6	4	6½	3
<b>ointment</b>					
—	—	—	—	—	—

### AMENDMENTS AND ADDITIONS TO KEY TO SUPPLIERS

<b>336 Curacho=Curacho Co., 26a West Street, Wimborne</b> Minster, Dorset. Wimborne 4387.					
<b>424 ELP=English Lakes Perfumery, Ltd., Grasmere</b> Westmorland. Grasmere 444.					
<b>540 GES=Greville Electrical Sales, Ltd., 41 Lind Road</b> Sutton, Surrey. 01-642 9876					
<b>571 Stag=Harker Stag, Ltd., 6 Argall Avenue, London</b> E.10. 01-539 0615.					
<b>598 Henderson=Henderson Bros. division of Addis</b> Ltd., Swansea Industrial Estate, Swansea, Glam. Swan- sea 32434					
<b>614 Hoechst=Hoechst Pharmaceuticals, Ltd., Hoechst</b> House, Kew Bridge, Brentford, Middlesex. 01-995 1355.					
<b>1093 Sale=Sale Pharmaceuticals, Ltd., Royal Chambers</b> Station Parade, Harrogate, Yorks. Harrogate 66639.					
<b>1242 Toni=Toni Co., 101 Syon Lane, Great West Road,</b> Isleworth, Middlesex. 01-568 0331.					
<b>1389 Merz=Merz &amp; Co., Ltd., 33 Earl Street, Maidstone,</b> Kent. Maidstone SS471.					
<b>1391 MHL=Mardina House, Ltd., 20a Selsdon Road,</b> South Croydon, Surrey, CR26PA. 01-688 1200.					
<b>1415 Parim=Parim, Ltd., 14 Grosvenor Street, London</b> W.1. 01-493 6811.					
<b>1416 NSC=Nilodor Supplies Co., Daniel Street,</b> Oldham, Lancs, Main 6421.					
<b>1546 Sheranel=Sheranel, Ltd., 2 Cross Green Lane,</b> Leeds 9, Yorks. Leeds 22293.					

## THIS WEEK'S CHANGES

Prices are given in the sequence Trade Price per Doz.; Purchase Tax per Doz.; Retail Price. Bold upright figures (2 9) in the retail price column indicate that the price is subject to resale price maintenance; italic figures (2 9) that it is recommended by the manufacturers; and light upright figures (2 9) that it is "notional" as a guide to the retailer in determining his own retail price.

<b>AAA (61 APC)†</b> throat spray					
6	0ea	1	8ea	10	8
<b>Ad. A. M. (1091 Rybar)</b> mixture					
4oz	45	0	12	5	6
<b>Argotone (1077 Rona)</b> nasal drops 20mils					
31	0	8	4	4	2
<b>Atkinson (76 Atkinson)</b> English lavender					
21cc	44	1	11	10	6
<b>Gold Medal eau de</b>					
<b>Cologne</b>					
41cc	71	3	19	1	10
82cc	132	4	35	6	19
143cc	203	6	54	7	30
317cc	390	0	104	7	57
654cc	746	0	200	0	110
watch flask	20cc	40	9	11	6
soap toilet	2½oz	17	0	4	2
bath	5½oz	24	10	6	8
<b>A toi (76 Atkinson)</b> parfum de toilette					
82cc	91	7	24	7	13
perfume	54	3	14	7	8
1oz	91	7	24	7	13
1oz	169	8	45	6	25
talcum	A/CH	49	2	13	2
talcum	100gm	—	—	—	—
<b>Azostix (843 ML)</b> reagent strips					
25	45	0ea	—	—	—
<b>Biogastone (117 BPL)</b> tablets 25mgm					
<b>Brontina (192 Brocades) ts7</b> (distributors 221 Camden)					
ampoules 2mils	12	11	9ea	—	—
tablets 1mgm	100	15	6ea	—	20
<b>Buoyance (481 F &amp; S)</b> hair setting gel					
small	28	6	7	10	1
(3 doz.)	(3 doz.)	—	—	—	—
<b>Butazolidin Alka (501</b>					
<b>tablets</b>					
100	18	4ea	—	27	6
500	85	0ea	—	127	6
<b>Californian Poppy (76 Atkinson)</b> perfume					
trial	15	4	4	1	2
standard	22	1	5	11	3

<b>Chanel (247 Chanel)</b> for men					
<b>after shave</b>					
—	—	—	—	30	0
—	—	—	—	50	0
<b>Cologne</b>					
—	—	—	—	37	6
—	—	—	—	65	0
<b>soap toilet</b>					
<b>bath</b>					
—	—	—	—	5	0
—	—	—	—	8	0
<b>talcum</b>					
—	—	—	—	15	0
<b>Chantage (76 Atkinson)</b> parfum de toilette					
811	91	7	24	7	13
perfume	801	54	3	14	7
802	91	7	24	7	13
803	169	8	45	6	25
A/CH	49	2	13	2	7
<b>talcum</b>					
<b>talcum</b>					
831	—	—	—	—	—
<b>Chymar (61 APC)</b> ointment					
<b>Coty (301 Coty)</b> highlighter gold					
534	72	9	19	6	10
<b>jewelled finisher</b>					
691	98	6	27	1	14
<b>pressed powder</b>					
582	51	0	14	0	7
<b>Crystapen G (518 Glaxo) T5</b> syrup					
<b>125mgm/5mils</b>					
100mils	60	0	—	7	6
<b>250mgm/5mils</b>					
100mils	90	0	—	11	3
<b>Cutax (493 Gambles)</b> cuticle remover					
21	8	5	11½	3	0
cuticle cream	21	8	5	11½	3
nail flex	21	8	5	11½	3
strong nail	14gm	30	4	8	4
14gm	30	4	8	4	3
<b>Dequadin (34 A &amp; H)</b> lozenges					
40	36	0	—	4	6
<b>Diaphutes (832 MW)</b>					
20	0	3	4	2	8
<b>Dixor (379 Dixor)</b> overnight cream					
tube	27	0	7	5	4

	<b>Dropletan (922 Ortho)</b>					
●	ampoules 2mils	10	43	4ea	—	65 0
		50	205	0ea	—	307 6
D	<b>Endocil (917 Organon)</b>					
I	<b>Endocil (1419 Intec)</b>					
A	<b>Farlene (448 Farleys)</b>					
	8oz	33	6	—	—	1 9
		(2 doz.)				
A	<b>Farleys (448 Farleys)</b>					
	rusks	17	7	—	—	11
		(2 doz.)				
		16	9	—	—	1 9
	family pack	24	10	—	—	2 7
A	<b>Fennings (1307 Waterhouse)</b>					
	gripe mixture	17	9	4 10	—	2 6
A	<b>Fieri Jack (488 Fylde)</b>					
	ointment	23	6	6 5	—	3 6
D	<b>Flubron (969 Pfizer)</b>					
A	<b>Ganda (898 Northern)</b>					
	camphorated goose grease	20	0	5 6	—	2 9
		33	0	9 1	—	4 6
		S4	0	14 10	—	7 6
●	<b>Gard (280 CP) 5 pack minimum order</b>					
	dandruff control	40	2	11 0½	—	4 6
	shampoo standard	54	9	15 1	—	6 1
	large	S4	9	—	—	—
●	<b>Germaine Montell (1486 GM)</b>					
	night shade glow	—	—	—	—	22 9
	bronze	—	—	—	—	19 10
		—	—	—	—	30 0
●	<b>Gillette (S14 Gillette)</b>					
	shave brush "bristle badger"	172	0½	47 4	—	25 6
●	<b>Goya (S32 Goya)</b>					
	Superescent	—	—	—	—	—
	Beauty	26gm	37	3	9 11½	5 6
	aerosol	S4gm	62	9	16 9½	9 3
●	<b>Happy Feet (1383 MFCC)</b>					
	Danish exercise clogs	—	—	—	—	—
●	Kristina	39	6ea	—	—	59 11
I	<b>Hexital (922 Ortho) †S154A</b>					
	tablets	100	S4	0	—	6 9
		dpS00	15	0ea	—	—



<b>Hymosa</b> (887 New Era)									
lotion handbag size	20	0	5	6	3	0			
<b>J'aime</b> (755 LPJH)									
eau de toilette	1oz	9	0ea	2	2ea	15	0		
	1½oz	14	9ea	3	11ea	27	6		
	3½oz	22	8ea	6	1ea	42	6		
	7½oz	36	0ea	9	8ea	67	6		
	4oz	36	0ea	9	8ea	67	6		
diffuseur									
perfume									
Lilliput trial	67	6	18	3	10	6			
atomiser	½oz	20	0ea	5	4ea	37	6		
refill	½oz	36	6ea	9	9ea	68	6		
	½oz	22	8ea	6	1ea	42	6		
<b>Largactil</b> (971 PSMB) †s4B									
syrup									
25mgm/3-6mils all packs									
125mils	40	0	—	—	5	0			
1litre	22	8ea	—	—	34	0			
2litre	43	4ea	—	—	65	0			
<b>Lentheric</b> (753 Lentheric)									
frosted dusting	—	—	—	—	12	6			
frosted lighting	—	—	—	—	12	6			
nail colour pearl	—	—	—	—	12	0			
<b>Meggeson</b> (832 MVV)									
dysepsia tablets	150	34	0	9	4	5	0		
pastilles									
bitter lemon jellies	8	0		1	4	1	0		
creme de menthe	11	0		1	10	1	6		
Gee's linctus†DDI									
2oz	14	4	—	—	1	10			
glycerine and									
blackcurrant	2oz	15	8	2	8	2	3		
glycerine, lemon									
and honey	2oz	15	8	2	8	2	3		
menthol and									
eucalyptus	15	8	4	3	2	5			
mixed fruit	8	0	1	4	1	0			
<b>Meggezones</b> (832 MW)									
cough syrup	24	0	6	7	3	6			
pastilles	17	8	4	10	2	8			
junior	16	8	4	7	2	6			
<b>Miners</b> (876 MP)									
frosted brush									
lipstick	3924	32	1	8	10	4	9		
nail lacquer									
frosted	3032	19	8	5	5	2	11		
remover	3031	10	8	2	11½	1	7		
<b>Monsieur Heim</b> (755 LPJH) existing entry									
<b>Monsieur Heim</b> (755 LPJH)									
after shave	4oz	17	6ea	4	9ea	32	6		
diffuseur	4oz	32	6ea	8	9ea	60	0		
after shower talc									
4oz	6	8ea	1	10ea	12	6			
eau de toilette	4oz	18	6ea	5	0ea	35	0		
	7oz	30	0ea	8	11ea	57	6		
diffuseur	4oz	37	6ea	10	1ea	70	0		
<b>Neo Rybarex</b> (1091 Rybar)†									
½oz	S6	0	—	—	7	0			
1oz	100	0	—	—	12	6			
4oz	31	6ea	—	—	47	3			
<b>Nidoxital</b> (922 Ortho) †s4A									
capsules	20	8	0ea	—	—	12	0		
	100	32	0ea	—	—	—			
<b>Norash</b> (204 Burford)									
nappy rash cream									
20gm	31	0	—	—	3	11			
<b>Omniseptine</b> (221 Camden)									
ointment (vet.)	100gm	5	0ea	1	Sea	8	11		

<b>R Paraflex</b> (922 Ortho)									
tablets	100	9	6ea	2	7ea	16	10		
	dp500	39	0ea	10	9ea	—			
<b>R Parafon Forte</b> (922 Ortho)									
tablets	100	11	0ea	3	0ea	19	6		
	dp500	48	0ea	13	2ea	—			
<b>Pifco</b> (983 Pifco)									
baby bottle warmer									
	987	24	8ea	6	7ea	39	6		
• comb'n go	1355	28	2ea	7	6ea	45	0		
• Queen curl roller									
set	1555	131	2ea	35	2ea	210	0		
<b>R Prince shaver</b> 1127	43	5ea	11	8ea	69	6			
• <b>Preocin</b> (208 BW) T5VPO									
aerosol spray (vet.)	—	—	—	—	32	0			
<b>Rarical</b> (922 Ortho)									
tablets	dp1000	36	0ea	—	—	—			
<b>Regula</b> (980 Photopia)									
flash units									
AG	—	—	—	—	25	0			
FS variant	—	—	—	—	313	6			
FR variant	—	—	—	—	253	6			
FM variant	—	—	—	—	259	6			
existing entry	—	—	—	—	—	—			
<b>Rybar</b> (1091 Rybar)									
syphon tube									
standard plastic	28	0	—	—	3	6			
<div style="border: 1px solid black; padding: 5px; margin: 10px 0;"> <p>A = Price Advanced R = Price reduced • = New entry D = Delete C = Correction I = Insert</p> </div>									
<b>A Rybarex</b> (1091 Rybar)†									
½oz	S6	0	—	—	7	0			
1oz	100	0	—	—	12	6			
4oz	31	6ea	—	—	47	3			
<b>A Rybarvin</b> (1091 Rybar)†									
½oz	S6	0	—	—	7	0			
1oz	100	0	—	—	12	6			
4oz	31	6ea	—	—	47	3			
<b>A Ryotol</b> (1091 Rybar)†									
½oz	36	0	9	0	5	3			
• <b>Sistometril</b> (262 CIBA) †s4B									
tablets	20	S2	0	—	6	6			
<b>A Skin Deep</b> (76 Atkinson)									
cleansing cream	35	8	9	7	5	3			
cleansing milk	40	9	10	11	6	0			
deodorant roll-on	40	9	10	11	6	0			
foundation cream									
tube	28	3	7	7	4	2			
jar	S0	11	13	8	7	6			
moisture milk	S0	11	13	8	7	6			
nourishing cream									
tube	28	10	7	9	4	3			
jar	S2	7	14	1	7	9			
<b>D Skinfare</b> (76 Atkinson) existing entry									
<b>I Skinfare</b> (76 Atkinson)									
cream	A-FA	71	3	19	1	10	6		
	A-FB	113	8	30	6	16	9		
	A-FC	195	1	S2	4	28	9		
• <b>Snowballs</b> (1155 S & N)									
wool balls	12	0	—	—	1	6			

<b>R Stabillin V-K</b> (147 Boots) T5									
capsules	100	11	6ea	—	—	17	3		
125mgm	100	22	6ea	—	—	33	9		
<b>R</b>									
tablets	100	11	6ea	—	—	17	3		
125mgm	S00	S4	6ea	—	—	81	9		
250mgm	100	22	6ea	—	—	33	9		
500	105	0ea	—	—	157	6			
• <b>Sylvakleer</b> (1419 Intec)									
tablets	40	120	0	—	—	15	0		
<b>Synalar</b> (649 ICI) T5									
• cream	S0gm	20	11ea	—	—	31	4½		
• ointment	S0gm	20	11ea	—	—	31	4½		
<b>Synalar N</b> (649 ICI) T5									
• cream	S0gm	21	6ea	—	—	32	3		
• ointment	S0gm	21	6ea	—	—	32	3		
<b>Syndalone</b> (649 ICI) T5									
• cream	S0gm	14	0ea	—	—	21	0		
• ointment	S0gm	14	0ea	—	—	21	0		
<b>R Tabillin</b> (147 Boots) T5									
tablets									
200,000 units	100	10	6ea	—	—	15	9		
400,000 units	100	20	0ea	—	—	30	0		
<b>D Tephamine</b> (1091 Rybar)									
<b>Toni</b> (1242 Toni)									
• Casual hair lightener	S5	1	14	4½	7	11			
<b>A Top-Taste</b> (588 H & H)									
diabetic biscuits	19	2½	—	—	2	0			
<b>Vacco</b> (1265 Vacco)									
flasks									
master									
minor	VM5/H	57	9	6	0	6	11		
standard	VMS	66	0	7	0	7	11		
best buy									
standard	VBB	S7	9	6	0	6	11		
family	VBBZ	104	3	11	0	12	6		
jars									
model JS	291	7	30	3	34	11			
<b>A Velouty</b> (379 Dixor)									
beauty foundation									
liquid	16	8	4	7	2	6			
cleansing cream	16	8	4	7	2	6			
foundation cream	16	8	4	7	2	6			
powder cream tube	12	4	3	5	1	10			
	20	4	5	7	3	2			
	40	4	11	1	6	0			
skin food	jar	37	0	10	2	5	6		
tube	16	8	4	7	2	6			
<b>Warricks</b> (832 MW)									
pastilles									
catarrh	2oz	IS	8	4	3	2	5		
cherry cough	2oz	IS	8	4	3	2	5		
glycerine of									
thymol	IS	8	4	3	2	5			
<b>Zactirin</b> (1352 Wyeth)									
tablets	10								
• <b>Zilliance</b> (481 F & S)									
spray sheen	61	0	16	9	9	6			

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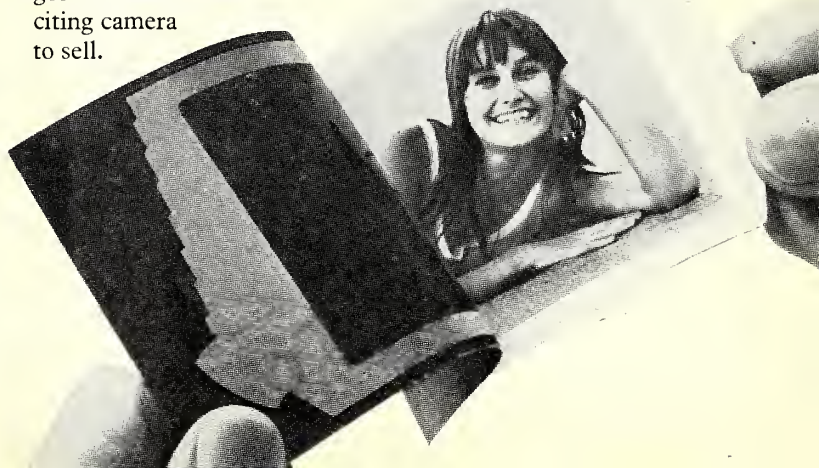
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sity without any difficulty. The subject was one the Council should discuss. He did not think the Council were in any way negligent or that they could rectify the position themselves. While the Council had a responsibility, they were not directly responsible for the position.

MR. M. COSTELLO said he had been informed that the weakest subject in Dublin secondary schools was mathematics. The fault lay in the number of students who entered university without a basic training in that subject.

MR. CAHILL stated that representatives from all secondary schools in the country had been invited to attend an open day in the College in October, at which the type of education required for students intending to take up pharmacy as a career would be outlined.

DR. BOLES said the present standard of university education was much higher than when he was a student. He was puzzled however, that the results at second-year level had become so moderate. MR. H. P. CORRIGAN said that on the break-down of the second-year figures given by Professor Timoney last year, the total number of failures was small.

MR. McElwee accepted that further consideration of the matter should be deferred, provided the Council agreed the situation was one that demanded investigation. MR. Corrigan gave him that assurance.

Arising out of the Law Committee report, it was agreed that subject to the opinion of the Law Adviser, proceedings be instituted against a number of pharmacists for breaches of Pharmacy and Poisons' regulations.

DR. BOLES said that while it was a statutory duty of the Council to bring proceedings against pharmacists who failed to comply with the regulations, he thought the Government should display equal concern in dealing with dispensaries and other institutions.

On the motion of MR. J. P. O'DONNELL, seconded by DR. BOLES, Mr. Kennelly was appointed to represent the Council on the Dublin Consultative Health Committee.

A letter was read from MR. E. J. DOVER (chairman, Pharmaceutical and Allied Industries' Association Ltd.), expressing disappointment at the response of rural pharmacists to the recent Farm Hygiene Week. MR. MILLER said that the president had put considerable effort into organising the Week and that it was a pity his efforts had not been fully rewarded. MR. POWER said that while he sympathised with the president, it should be remembered that the time of year chosen was not suitable for promoting such a campaign. Another factor militating against success was the dispute at that time between the Minister for Agriculture and the farmers. MR. POWER also expressed regret at the incomplete success of the campaign but said that the fact that 25 per cent. of the pharmacists participated showed that the promoters had "started something."

### *Borax and Boracic Acid*

A report from the Practice of Pharmacy Committee recommended that the attention of members be drawn to the fact that borax and boracic acid should give rise to toxic effects when used pharmaceutically on humans. The Committee also recommended that consideration be given to a campaign under which Irish pharmacists could contribute to the relief of famine and distress in under-developed areas throughout the world. It suggested that a centre be set up for the collection of drugs contributed by pharmacists. The Council approved of the Committee's recommendations and suggested that further consideration be given to the mechanics of the proposed relief scheme.

In his report on the year's activities the committee's chairman (MR. M. F. WALSH) stated that work was proceeding satisfactorily on the compilation of a code of ethics and on proposals for the establishment of a disciplinary committee and it was hoped to present the committee's ideas to the Council in the near future. MR. MILLER paid tribute to MR. WALSH who "had put such an amount of work into the activities of the committee."

Dr. W. E. Boles and Mr. R. J. Semple were appointed to represent the Council on the Post-Graduate Education Committee.

The Registrar reported the deaths of Eileen M. Burke, M.P.S.I.; Richard Deane Clarke, M.P.S.I.; Henry Murphy, M.P.S.I.; and Peter Dowling, dispensing chemist and druggist.

Mrs. Barbara O'Donnel (*née* McKeever), L.P.S.I., who submitted her marriage certificate, was granted change of name in the Register.

The names of Mrs. Nora Gray (*née* Twomey), L.P.S.I.; Miss Catherine Murtagh, L.P.S.I.; T. K. O'Keeffe, L.P.S.I. and G. E. Plewman, L.P.S.I., were restored to the Register.

Miss Veronica T. O'Shea, L.P.S.I., 8 Dolphin Avenue, South Circular Road, Dublin, 8, and James Corr, L.P.S.I., 12 Tullow Street, Carlow, were nominated for membership.

Elected to membership were:— Miss Marie P. Killian, L.P.S.I., Kellybrook, Knockcroghery, co. Roscommon; Bernard V. Berney, L.P.S.I., Sunnyside, Kilcullen, co. Kildare; John J. Durcan, L.P.S.I., 6 Chapel Street, Castlebar, co. Mayo and John P. O'Donoghue, L.P.S.I., 27 Upper Fitzwilliam Street, Dublin, 2.

The following changes of address were noted:— Mrs. Margaret C. Baggot, M.P.S.I., to Springfield, Blanchardstown, co. Dublin; J. C. Bannon, L.P.S.I., to Nobber, co. Meath; P. M. Cassidy, M.P.S.I., to 449 South Circular Road, Rialto, Dublin, 8; F. de B. Coldberger, M.P.S.I., to 8 Passage Duguesclin, Paris, 15; J. Kelly, M.P.S.I., to Church Street, Athenry, co. Galway.

The following were granted registration in the Pharmaceutical Assistants' Preliminary register:— Mary C. Gibney, 39 Church Avenue, Drumcondra, Dublin, 9; Maria G. McGreal, The Pharmacy, Blessington, co. Wicklow; Mary M. Rabbett, Bridge Street, Westport, co. Mayo; Mary M. O'Sullivan, Galtee House, North Mall, Cork; Mary E. Toher, Glenree, Boniniconlon, Balina, co. Mayo; Brid R. Lynch, Rockfant, Upton, co. Cork; Mary L. A. Quigley, 42 Bothar Brughua, Drogheda; Geraldine M. Kelleher, Croheen, 4 Rockbarton Road, Salthill, Galway; Anna M. K. Murphy, 30 Long Avenue, Dundalk; Julia T. Cronin, Carker, Scartaglen, co. Kerry; J. G. Kelly, Crosskeys, Tulow, co. Carlow.

In addition to apologies from those attending the British Pharmaceutical Conference apologies for absence were received from Messrs. C. Cremen and T. B. O'Sullivan.

Members present were:— Messrs. T. R. Miller; R. J. Power; Dr. W. E. Boles and Messrs. H. P. Corrigan; M. Costello; T. J. Harty; D. J. Kennelly; V.G. McElwee; M. J. Mulreany; J. B. Murphy; J. P. O'Donnell; M. Power and R. J. Semple.

A number of grants were passed for payment at a meeting of the Benevolent Fund Committee which followed. Mr. Miller thanked the makers of the film "Sinful Davy," at present being shot at Ardmore Studios, for a donation of £20 in appreciation of the loan of a set of pharmacy books used in a set on the film. Mr. Miller also paid tribute to the Benevolent Fund Dance Committee and its chairman for their efforts in building up a capital fund to help pharmacists in distress. He appealed to all pharmacists to contribute to "this worthy project."

## NEW BOOKS

### **Indian Pharmaceutical Guide, 1967**

M. C. BAZAZ. *Pamposh Publications*, E-38, Hauz Khas, New Delhi, 16, India. 10 x 7½ in. Pp. 940. Rs. 40 (45s.).

IN six sections, the first of which deals with the industry, laws pertaining to manufacture and sale and literature. Lists of organisations and leading distributors are in the second section. The largest section (Pp. 400) comprises a list of pharmaceutical products, their composition and prices.

### **The Biology of Sex**

ANTHONY ALLISON (editor). *Penguin Books, Ltd.*, Harmondsworth, Middlesex. 7 x 4½ in. Pp. 288. 12s. 6d. (paper back).

THIS wide-ranging book places sex in biological perspective. Fifteen papers deal each with a specific topic, ranging from sex in bacteria and protozoa, through plants and animals to psychological aspects of sex in animals and in man. Four papers deal with insect life. The one on control of insects by the use of radio or chemical sterilisation may be found of particular interest. There is a fascinating account of the life cycle of the rabbit flea, whose sexual functions are dictated by the levels of hormones circulating in the host's blood. The book is in the Penguin 1967 "Science Survey" series.



## BRITISH PHARMACEUTICAL CONFERENCE 104th MEETING BLACKPOOL 1967

## Symposium Session

*Microbiology of Topical Preparations in Pharmaceutical Practice*

(Concluded from THE CHEMIST AND DRUGGIST, September 23, p. 292)

## 2. PHARMACEUTICAL ASPECTS

H. S. BEAN, B.Pharm., Ph.D., F.P.S.

(Department of Pharmacy, Chelsea College of Science and Technology)

## ABSTRACT

A SURVEY undertaken by the Royal Swedish Medical Board revealed that, of ninety-eight samples of creams of various origins available on the Swedish market, only thirty-nine were free from bacteria (i.e., almost 60 per cent. were contaminated). A variety of bacterial and fungal species were isolated. In several preparations *Staphylococcus aureus* and *Pseudomonas aeruginosa* were found. Some batches of eye ointments were heavily contaminated and contained more than 2,000 *Ps. aeruginosa* per gm.

## Effect of New Materials

There is little doubt that the increased liability of modern creams to microbial growth originated with the introduction of new emulsifying agents after the 1939-45 war. Pre-war creams were nearly always prepared with anionic soaps as emulgents and did not provide a favourable substrate for the growth of micro-organisms. The concentration of soap was often sufficiently high to be bactericidal. Many of the newer nonionic emulgents are almost neutral and possess little or no bactericidal activity; in fact, they can be utilised as sources of energy by a number of moulds and bacteria. *Ps. aeruginosa* can utilise a number of nonionic emulgents of the polyoxyethylene ester type and alkyl sulphates, sulphonated fatty acids, esters and amides are readily decomposed by micro-organisms.

Many other components of creams can be utilised by micro-organisms. Most oils, fats and waxes of pharmaceutical quality are relatively free from organisms but *Aspergillus flavus*, *A. niger*, *Rhizopus arrhizus* and *R. cohnii* can utilise arachis oil as a source of carbon and species of *Penicillium* can metabolise liquid paraffin. Acacia, karaya, tragacanth and other gums or starches employed as thickeners are exceedingly good nutrients and are liable to be contaminated.

Distilled water, a component of all creams, is essential for the metabolism and multiplication of micro-organisms. Unless water has been freshly distilled under scrupulously clean conditions it nearly always contains micro-organisms. Demineralised water prepared by passage through ion-exchange resins may be exceedingly heavily contaminated,

Many organic acids and phenols commonly used as preservatives are utilised by micro-organisms, particularly by pseudomonads unless they are in sufficiently high concentration to ensure rapid death of micro-organisms. Indeed, pseudomonads can utilise phenol and the cresols as sole sources of carbon and can grow in solutions of p-hydroxybenzoates as readily as in 0.1 per cent. dextrose solution. *E. coli* has been observed to multiply rapidly in a solution of benzylchlorophenol that was initially bactericidal, and the survivors of an inoculum of *Ps. aeruginosa* in a saturated aqueous solution of chloroxylenol multiplied 3000-fold following the death of more than 99.9 per cent. of the original inoculum.

The phenomenon of multiplication of the last survivors of a bactericidal reaction has only been observed in solutions of phenols having high activity and which are normally used in low concentration. Such compounds are readily removed from solution by micro-organisms, with the result that the supernatant concentration is reduced below the bactericidal level. Similar observations in nutrient solutions containing anti bacterials leave little doubt that multiplication should always be anticipated whenever the concentration of an antibacterial is reduced below the bactericidal level.

## Contamination During Manufacture

The manufacturing environment can be a potent source of contamination, and stringent precautions have long been taken to ensure as hygienic an environment as possible for the manufacture of injectables. Indeed, the inspectorate appointed under the Therapeutic Substances Act regard the inspection and control of premises in which injectables are prepared as an important contribution to the sterility and safety of the products. In general, less attention seems to have been paid to the conditions under which creams and ointments are produced.

Much can be done to minimise product contamination arising from the environment. Sensitive products (i.e., products maintaining the viability or multiplication of micro-organisms) should be prepared in areas quite separate from those used for the preparation of non-sensitive products. The walls, floors and ceilings should be as

free as possible from cracks and should be non-porous. A hygienic environment depends upon frequent cleaning with soap and water supplemented by disinfectants. Dry sweeping should be avoided, and dusting replaced by daily swabbing with disinfectant solution; the air supply to the premises should be treated to remove most of the micro-organisms.

## Hygiene of Personnel

Attention must also be paid to personnel hygiene. Face masks may be unnecessary for personnel concerned with the manufacture of sensitive products but they should wear clean, recently laundered overalls and caps. They should not be employed when they are suffering from respiratory or skin infections. New employees should receive adequate instruction on the need for maintaining high standards of hygiene.

All equipment should be thoroughly cleaned with hot water and detergent immediately after use and, to ensure thoroughness of cleaning, it should be dismantled so far as is reasonably possible. After cleaning, an appropriate disinfectant solution may be passed through the equipment or it may be treated with steam.

The need for clean containers and the avoidance of closures fitted with cork liners is now so generally accepted that packaging materials are probably no longer a serious source of contamination for creams. Nevertheless unsatisfactory package forms, such as the wide-mouth jar, persist. Each time the cap of the jar is removed there may be contamination from the



COFFEE TIME: Mr. A. Howells (a member of the Pharmaceutical Society's Council), Bexleyheath, Kent, with Dr. T. E. Wallis, veteran of many Conference meetings.



atmosphere. Wide-mouth jars invite removal of the contents by means of the fingers, which are never sterile. Collapsible tubes are more satisfactory.

Contamination of a product after manufacture may be controlled by the inclusion of a suitable preservative. The efficacy of a preservative is dependent on its environment, and can be considerably reduced by large numbers of micro-organisms. Hence the inclusion of a preservative in a cream must not be regarded as a licence to use low-grade components, which may be heavily contaminated; to reduce standards of hygiene during manufacture; or to use unsatisfactory package forms.

#### "A Compromise"

The quantity of preservative included in any formula must be a compromise between that which is necessary for assured protection against microbial growth and that which may produce skin irritation. Unfortunately, information on skin reactions to preservatives in creams is scanty.

Should the pharmacist, then, include in his product a sufficient concentration of a preservative to ensure freedom from potentially pathogenic micro-organisms, and thereby run the risk of producing sensitisation? Or should he have regard to the possible production of therapeutic dermatitis and restrict the concentration of preservative to a level at which sensitisation is unlikely but which might permit the growth of organisms and lead to the development of skin infections? The literature leaves no doubt that the question is real rather than hypothetical. It is a question to which the pharmacist urgently needs an answer, and the answer must come from the clinician. It may be that the answer will depend on the intended use of the cream.

If the answer is in favour of maintaining a low level of contamination in a cream—and surely this is common sense—should the preservative be bacteriostatic or bactericidal? Stasis represents a condition of delicate balance, and anything which destroys that balance will result in either death or growth of organisms. For safety, therefore, the concentration of preservative must be bactericidal. If this premise is accepted there is certainly no unanimity of opinion as to how quickly contaminants should be killed. Those who believe that chemical sterilisation in twenty-four hours is adequate should recall that the last survivors of even moderately bactericidal systems can show considerable multiplication. In the absence of even a suggested standard it seems reasonable to propose that the bactericide should be capable of sterilising vegetative cells within two hours. This is generally within the capability of 0.1 per cent. chlorocresol, which will kill *E. coli* in about ten minutes, and the suggestion is made that the preservative activity of a cream should be not less than that of a 0.1 per cent. aqueous solution of chlorocresol.

A knowledge of the concentration of preservative in the aqueous phase of a cream, though valuable in itself, permits no more than a rough qualita-

tive estimate of the degree of preservation of the cream. By no means all the preservative in the aqueous phase of a cream is available to invading micro-organisms even though its chemical availability can be ascertained with reasonable confidence. It is as yet not possible to quantify the total effect of the several factors that modify the activity of the free preservative in the aqueous phase, but further study will increase the probability of so doing.

Ideally, a cream for topical application should be free from micro-organisms, and a qualitative control such as a test for sterility would perhaps be one of the simplest to apply. It is, however, exceedingly doubtful whether the imposition of such a rigid test would be practicable, except perhaps for ophthalmic creams. The preparation of large batches of sterile creams would create manufacturing problems and would inevitably increase the cost of production. A requirement that creams should be free from specified types of micro-organisms but not necessarily sterile would make microbiological control more complex without permitting any appreciable relaxation in manufacturing hygiene and could lead to a difference in product quality between manufacturers.

The specification of a maximum viable count, a method used and advocated by Kallings *et al.*, is one of the most difficult tests to apply and interpret.

Perhaps the most realistic type of test would be a functional test in which a cream had to meet specified preservative capabilities. To meet the specification, a standard inoculum introduced into the cream would have to be sterilised within a specified period at a given temperature. The difficulties of developing such a test appear minimal and it would impose no demands on a manufacturer other than the full cognisance of the microbiological hazards associated with his particular technique of manufacture. The suggested test is the reverse of the procedure commonly employed, in which a cream is infected with organisms and inspected at intervals for signs of growth. The whole philosophy of the customary test appears to be based on questionable preservation. The proposed test would be based on the concept of dynamic preservation, and could be more positively interpreted. It would be quickly completed (in days instead of perhaps months) and could be employed as a batch test much as sterility tests are applied to sterile products.

#### Critical Opening to Discussion

Opening the discussion DR. K. R. CAPPER, London, said that, as material containing large numbers of bacteria was normally consumed, it seemed more important to look at sources of infection. The papers gave the misleading impression that highly contaminated materials are being taken. More and more standards (and expense) could be produced, but before they were added to the British Pharmacopoeia or British Pharmaceutical Codex their significance should be determined in terms of

our own environment." DR. SAVIN replied that he had tried to say that harm from contamination was "not proven," as investigation was necessarily retrospective. Regarding the ordinary things of life, Dr. Capper's argument was a slightly stone-age point."

MR. G. SYKES, Nottingham, suggested that Dr. Savin's concern with contamination in steroid preparations arose from the fact that he used more of them than of other types. Sterility tests were not reliable without the right conditions. From tests on a limited number of samples of injections it could only be said that the remainder of the batch was sterile if the production conditions had been properly controlled. Sterility tests were only the last in a long chain of controlled conditions. An "allowable" level of contamination was dependent upon the nature of the organisms. The "mystical" figure of 100 organisms per gm. should not be treated as "biblical." He placed no reliance on accelerated tests. After two or three months a preparation apparently free from contamination could begin to produce growth, presumably because the organisms had adapted themselves to the conditions. Another point about "challenge" tests was that they must also be with a suitable range of organisms, including non-pathogens, since acceptability of the product was also a factor and moulds were important in that respect. Any container with an air space in it and subject to temperature fluctuations was liable to "sweat" drops of moisture on to the closure and the drops were likely to fall back causing moulds to grow on the material. Liners had been improved, but they were still liable to microbial contamination.

#### Acceptability Not So Important

DR. SAVIN said he was sorry if he had over-emphasised the dangers. He did not think that contaminated steroid preparation had caused difficulties, but one of the commonest errors was to treat impetigo and ringworm by steroids, which later "ran riot." He did not think "acceptability" terribly important since, if the cream did not look nice, the patient would not use it and no harm would be done. DR. BEAN pointed out that it was because of the fallibility of the sterility test that inspections were carried out under the Therapeutic Substances Act. He criticised the challenge test because it was based upon the probability of the organism growing. There was a delicate balance between situations when organisms "just sit and then die or just grow." His proposals would obviate guesswork.

MR. J. W. HADGRAFT wanted to know how significant was the difference between mineral and vegetable oils. He had found that preservation was much less of a problem if mineral oils were used in formulations.

Work done on preservatives had shown that propylene glycol added to a cream enhanced the qualities of the preservative. It had been found that the result was due to a lowering of the partition coefficient. Could Dr. Savin indicate if the inclusion of propylene glycol created a sensitivity problem.



Mr. Hadgraft then referred to the difficulty hospital pharmacists experienced in getting suitable containers. New standards should be laid down. DR. SAVIN said he did not know of cases of the sensitivity to propylene glycol. Almost any change in formulation could alter partitioning and activity of preservatives.

#### Contamination from Water Supplies

MR. R. L. STEVENS, Amsterdam, recalled that many factories water for certain purposes was not allowed by the authority to be taken direct from the mains. He cited an instance in which a product had been made with water from a storage tank which he had investigated and found to be grossly contaminated. Some might claim that they used only distilled water in their manufacturing processes, but did they know how long a period had elapsed since distillation? He asked what preservative should be used in a preparation containing 25 per cent. of liquid paraffin "emulsified with an anionic."

DR. BEAN thought that full precautions were now taken with water used. Purified water could cause problems and should be boiled and cooled before use. He had found that organisms could get through carbon beds used for sterilisation of water on the Continent. With liquid paraffin preparations there was no difficulty with chlorocresol as preservative as its partition coefficient was less than 0.1. It was vegetable oils in creams that caused problems. DR. SAVIN said that the London water supply did not often contain pseudomonads but in a recorded instance in the United States the organisms had been found to have come from a plumbing device. DR. BEAN added that London water contained a "quite resistant" chromogenic organism. PROFESSOR A. H. BECKETT, London, said that official monographs could stress purity, stability and sterility but it was also necessary to know whether the active ingredient of the preparations was made biologically available to the system. Any change, such as dilution, might upset not only the preservation but also drug availability from a properly formulated preparation. The doctor should provide information also on whether the ingredients of creams were required to be readily or slowly available. DR. SAVIN replied that rate of availability depended too much on clinical condition for a general answer to be given. DR. BEAN said that all pharmacopoeias and formularies had been putting the same groups of preservatives into creams, irrespective of formulation and in some the preservative had not been available to organisms. Just as every individual cream had to be formulated *ab initio* for stability so the same should be done for preservation. It would involve a tremendous amount of work but was the only thing that could be done. MR. W. H. STEPHENSON, Nottingham, said he had found that batches of a particular cream containing an antiseptic had suddenly ceased to have biological activity. After about six weeks they slowly became active. The fault had been traced to batches of glycerylmonostearate that had crystal forms sufficiently different to upset

the release rate of the antiseptic. During storage, recrystallisation within the formulation resulted in the antiseptic becoming available.

MR. N. J. VAN ABBE, Brentford, drew parallels with the toiletry and cosmetic field and suggested that the degree of exposure of the human integument to them was greater than to pharmaceuticals. Yet evidence of infection from them, or sensitisation due to the preservatives in them was almost unknown; with normal skin the risks were almost non-existent. Sorbic acid, to which there was a reference in Dr. Bean's paper, he believed, after much testing, to be "as harmless as any other preservative." DR. SAVIN suggested that the incidence of infection due to cosmetics had been insufficiently examined. Normal skin was less likely to become infected but it was not immune to sensitivity.

MR. J. A. MYERS, Edinburgh, asked whether anything was known about the microbiology of disposable wooden spatulas used to apply creams to patients, and was later told by MR. G. R. WILKINSON, Potters Bar, of tests that had shown some to be sterile, some to be infected with a wide spectrum of moulds and bacteria, including pathogens.

#### Bacterial Content of Water Supplies

PROFESSOR A. M. COOK, London, said that water supplies were standardised on coliform content but their "total" counts were carried out on weak media at a low temperature. The average water board would admit to a bacterial content of from 100,000 to several millions per mil — far higher than had been reported in some of the creams mentioned. Dr. Bean had pointed out that some of the *Ps. aeruginosa* found in water might grow in the presence of preservative, and those that did would probably be the mutants most adaptable to the environment. But that possibility was only small. Professor Cook also asked what medium Dr. Savin and his co-worker had used to recover infection from creams, and was told "nutrient agar." DR. SAVIN did not consider the medium

to be important, as there had been a gross amount of growth. MR. WILKINSON said that by the time Dr. Savin and his colleagues in hospital saw patients they had already been found resistant to treatment in general practice. How much of the findings would apply to general practice, where the majority of treatment was carried out? MR. M. J. S. BURDEN, Leicester, declared that the real problem was to get dermatologists and general practitioners to adhere to formulas and not to ask for dilutions. DR. SAVIN replying that, dilution was, with steroid creams, a matter of saving money. He was not sure whether the diluted preparations were as effective as the full-strength ones but they were still active.

MR. S. DURHAM, Sheffield, pointed out that in many instances the doctor prescribed the diluent and that patients would not take kindly to instructions to avoid contamination of creams in usage.

#### Standard Diluents

DR. SAVIN said his experience was limited to dealing with hospital pharmacies but he recognised the problem. Possibly the solution would be a series of standard diluents. As to the education of patients he had found it impossible to get them to "do other than stick their fingers in pots."

DR. BEAN believed the problem of diluents had not been recognised by manufacturers, who were taking steps accordingly.

MR. J. P. KERR, in supporting Dr. Capper, Newcastle, called for more "horse sense from the platform." In hospitals the host resistance was low and the pathogen count high. That contrasted with conditions outside.

MRS. ESTELLE LEIGH, Liverpool, said that hospital pharmacists might be worried about diluents, but general-practice pharmacy was plagued with additives, some of which must change the actuation in a cream. Could Dr. Savin bring the morning's proceedings to his medical colleagues, particularly those in general practice? Dr. Savin replied "I think mine would be a quiet voice in the wilderness."



A "LADIES EXCURSION": Make-up demonstration by Coty (England), Ltd., arranged on the last morning of the Conference.



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## BRITISH PHARMACEUTICAL CONFERENCE 104th MEETING BLACKPOOL 1967

## Second Professional Session

# *Pharmacists and the Supply of Veterinary Medicines*

## ABSTRACTS

### 1. HISTORICAL BACKGROUND

F. W. ADAMS, B.Sc., F.P.S., F.R.I.C.

THE object of this paper is to summarise the historical background of the subject during the period since the Society began to take an active interest in the circumstances in which veterinary pharmacy is carried on. That dates from 1939. During earlier times there may have been activity in this connection but if so it was spasmodic with no apparent lasting results.

In 1939 the Council's attention was drawn to the practice of certain manufacturers of proprietary or branded "ethical" veterinary medicines of refusing or placing restrictions on supplies of their products to pharmacists. The matter was taken up with the manufacturers concerned but, owing to the outbreak of war shortly afterwards, no further progress was made at the time.

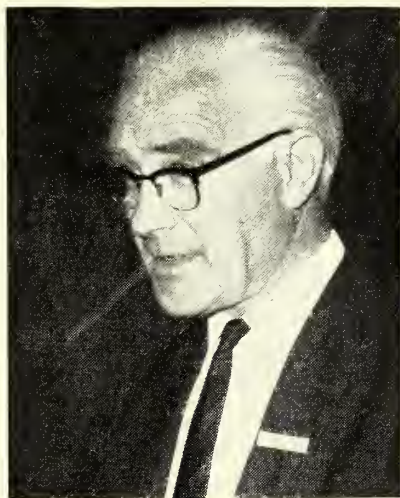
In 1944 the matter was again considered. In the meantime more firms had adopted the same policy. A review of the situation was undertaken and it appeared from information obtained from manufacturers that they held the view that (a) the products should be administered only under the supervision of a veterinary surgeon, either because of their potency or because a proper diagnosis of the condition was needed and misuse could lead to harm to animals, to the products being discredited, and to claims for damages from the manufacturer; (b) that pharmacists had not shown sufficient interest in the handling of veterinary preparations; or (c) that the economics of veterinary practice precluded the participation of a third party.

#### White Paper on Veterinary Practice

In 1945 the Committee on Veterinary Practice by Unregistered Persons, set up in the previous year by the Minister of Agriculture and Fisheries under the chairmanship of Sir John Chancellor, submitted its report. The report recommended that unqualified practitioners then in practice should be registered under conditions, and should be entitled to practise but not to use the title veterinary surgeon. That the advertising and sale of veterinary medicines should be controlled by law was also recommended. For the purpose of the report the Committee assumed that the practice of veterinary surgery included the performance of any operation and the giving of treatment, advice or attendance.

Following publication of the report, the Council set up a committee to consider its implications for pharmacy. The committee approached the Royal

College of Veterinary Surgeons and, as it then was, the National Veterinary Medical Association, to discuss the position of pharmacy in the light of the proposals of the Chancellor report and relations between the pharmaceutical and veterinary professions. That approach received a favourable response, and a number of tripartite meetings took place. An understanding was reached upon the effect the proposed new legislation would have upon pharmacy, and experience has



Mr. F. W. Adams.

shown that the Act passed in 1948 has not created difficulties in this respect.

At an early stage in the discussions the Society put forward the proposal that gave birth to the British Veterinary Codex. Discussion of the restrictive policies of manufacturers led to consideration of the circumstances in which veterinary medicines should be supplied, and in 1952 the Society issued a list of preparations which it was stated pharmacists should not supply except to or on the prescription of a veterinary surgeon or practitioner.

Publication of the list provoked a critical reaction and, added to certain other causes of dissatisfaction, was probably the decisive factor in prompting a group of pharmacists in 1953 to propose that an association should be formed to further the interests of pharmacists engaged in veterinary pharmacy. The members of the group were invited to discuss the proposal with the Society. A meeting was held for the purpose and the Society's attitude

and its activities in the veterinary field were explained.

It was suggested that a new body was unnecessary and that existing organisations could provide whatever was needed to deal with veterinary matters. The Society would call a meeting of representatives of branches covering country districts with a view to obtaining a picture of the present scope of activity of those engaged in the supply of veterinary and agricultural preparations and of any problems they had. At the request of the group the National Pharmaceutical Union decided to set up a veterinary sub-committee, and in consequence the group decided not to proceed with its proposal.

The meeting of representatives of thirty-three branches opened with a statement of the problems as the Council saw them and the way they should be dealt with. Discussion followed in which grievances were fully ventilated (they included manufacturers' policies, the restricted list, activities of unqualified dealers, anomalies in the supply of antibiotics, and the failure of veterinary surgeons to give prescriptions). The discussion revealed a wide variety of experience and a marked difference of opinion as to the policy to be followed in relation to those problems. The report of the meeting provided the basis for a reappraisal of the whole question of how the Society should handle veterinary matters. A Veterinary Committee of the Society was established, consisting of members of Council and of pharmacists engaged in the supply of veterinary medicines.

#### Veterinary-Pharmaceutical Committee

A further development arose from publication of the restricted list — industrial interests considered that they should have been consulted before the list was issued. In consequence, the Joint Veterinary Pharmaceutical Committee was formed in 1954. It consisted of representatives of the Association of the British Pharmaceutical Industry, British Veterinary Association, Pharmaceutical Society and Royal College of Veterinary Surgeons.

The two committees in their respective ways set about a study of the veterinary pharmaceutical field and have continued up to the present, though the Society's committee was involved in the reorganisation of the committee procedure for dealing with practice matters and is now a sub-committee of the Practice Committee of the Council.

A further meeting of branch representatives was held in 1960 to consider a memorandum prepared by the



Veterinary Committee and entitled "The Pharmacist and Veterinary and Agricultural Matters". The document set out to assess the position of the pharmacist in the light of modern conditions and to suggest how he should conduct veterinary and agricultural business to meet the challenge of the times. Emphasis was placed upon the need for competence and willingness to give an efficient professional service and the importance of pharmacists who satisfied these requirements being identifiable. In general there was support for the conclusions of the memorandum, which also mentioned the question of scale as an important factor in ensuring success and suggested the need for special facilities for dealing with what were virtually wholesale transactions, but those views did not meet with the same support.

The absence in respect of veterinary medicines of provisions comparable with those of the Pharmacy and Medicines Act, 1941, relating to recommended medicines—for human use—has been a severe handicap to the keeping off the market of ineffective or harmful preparations, a state of affairs detrimental to both animal husbandry and the interests of responsible manufacturers. Since there appeared to be no prospect of the Government taking the initiative in promoting such legislation, the Joint Committee in 1947 began the drafting of a Bill aimed at prohibiting the advertising of remedies for certain diseases and requiring disclosure of composition of animal remedies and dietary supplements to animal foodstuffs, the observance of quality standards and the justification of claims. It was hoped that the Ministry of Agriculture, Fisheries and Food would adopt the Bill as a Government measure. From the outset that proved a difficult and complicated task. Much time was taken up by consultations with a variety of interests that would be affected by the legislation and in dealing with misunderstandings and objections. No fewer than eight drafts of the Bill were prepared before the matter reached a point at which the Committee was satisfied that its provisions could fully satisfy any reasonable test in the public interest. Shortly afterwards the Government notified its intention to include animal medicines in the proposed comprehensive medicines legislation. The publication of the Government's proposals was now awaited.

#### Agricultural and Veterinary Group

Meanwhile the Society's Veterinary Committee had considered how best to give effect to the proposals that had been discussed at the meeting of branch representatives held in 1960, and it was eventually decided that advantage should be taken of the provision in the by-laws for the setting up of membership groups. The Council approved the proposal and the inaugural meeting of the agricultural and veterinary pharmacy group was held in April 1965.

Establishment of the Group was important for three reasons. It was the first membership group of the Society to be established, and experience gained in its operation would be a

valuable guide in deciding how any subsequent groups should be constituted and conducted. Secondly it was the first attempt to organise pharmacists within the Society on a vocational basis. Thirdly, a start was made in giving identity and coherence to pharmacists engaged in agricultural and veterinary pharmacy.

The two years in which the Group has been in existence have shown its potentialities as a growing point for the development of a service to crop and animal husbandry based upon the scientific and technical knowledge, the professional responsibility and the business acumen of pharmacists.

Parallel with this development a step was taken towards providing specialised instruction in veterinary and agricultural pharmacy. The death recently of Dr. Challen was a serious setback, but it is earnestly to be hoped that his example will inspire others to continue with the same skill and enthusiasm the work he began.

If the progress made by the Society during the period under review is not

## 2. PRACTICAL ASPECTS

K. W. YOUNGS, M.P.S.

THIS paper is concerned essentially with the practical aspects of the supply of veterinary medicines, together with associated agricultural and horticultural chemicals. . . . I would emphasise that the theme of the paper is "Pharmacists and the Sale of Veterinary Medicines" not "General-practice Pharmacy and the Supply of Veterinary Medicines."

Pharmacists play many important rôles in the distribution and manufacture of veterinary preparations, and in these spheres their importance appears to be well maintained. It would seem that only in the retail sector does the overall importance of the pharmacist appear to be diminishing.

An analysis of pharmaceutical manpower on the headquarters staffs of veterinary manufacturing houses would be an interesting statistical exercise, but my personal experience with the majority of them makes me aware that the pharmaceutical qualification is pretty common. There are some notable exceptions, but they seem to be companies more concerned with acquiring a "share of the market" than with research and development.

There is still scope in wholesaling to the veterinary profession for individual pharmacists who have good relations with neighbouring practices. Veterinary surgeons have considerable respect for the training and ability of pharmacists, and close co-operation between the two professions is more desirable than animosity based on ignorance.

Some idea of the magnitude of the business available can be readily demonstrated. It is not generally known that about 8,000,000 tame pigeons are housed in lofts in England alone. All of them are subject in varying degree to respiratory disease, trichomoniasis, coccidiosis, sundry deficiency diseases and parasitic infections, many suffering from inadequate feeding and un-

so great as might be expected, various factors must be taken into account. The ill defined character of this branch of pharmaceutical practice, the varying extent to which and circumstances in which different pharmacists are engaged in it, the strength of tradition and the reflection in business policies of grievances arising from the practices of other interests, have all contributed to slow down the rate of progress. An additional restraining factor has been the limited resources of personnel and money available within the Society to make a thorough study of the situation and provide factual information as a basis for policy making and organisational development.

There is still much to be done in defining the scope of agricultural and veterinary pharmacy and the way in which it should be organised and conducted; also in securing acceptance by pharmacists of the scientific, technical, professional and business standards that will clearly identify those engaged in this work as providing a unique service and deserving recognition.

balanced diets. One has only to put the same number of domestic cats amongst those pigeons, hotly pursued by about the same number of dogs and let loose innumerable budgerigars, canaries, hamsters, tame rabbits and their like, and pharmacists in this country are already outnumbered by 2,000 to one. That is only in the domestic field—our interest so far has hardly got beyond the High Street of large towns. It is estimated that a farmer can spend at least £3 per annum on each cow in medicines and hygiene routines otherwise than with his veterinarian, so that, when one begins to consider the rural scene, the immense scope presented to pharmacy becomes apparent.

Further, we must not lose sight of the extremely valuable and interesting field, open to all pharmacies in varying degrees, in the supply of horticultural and agricultural chemicals.

It may be that older pharmacists, with their greater affinity for the herbal and botanical world, took more readily to this field, but our more recently qualified counterparts are surely more fitted to participate in a market calling for a considerable knowledge of organic chemistry. In the truly rural scene there is an enormous potential in which only a few pharmacists are really taking an interest.

In the horticultural and agricultural field, business goes to the man best qualified by knowledge, experience, circumstance and ability, and in my view pharmacists start off here without any of the inherent restrictions of the veterinary and medical pharmaceutical field.

It goes without saying that a fundamental requirement for success is an absorbing interest in this type of work. Under the aegis of the Agricultural and Veterinary Pharmacy Group of the Society, active steps have been taken, and are being intensified to stimulate that interest. At least one outstandingly



successful full-time course has been arranged. Apart from meetings, symposia, lectures and courses, wide and extensive reading is necessary. *The Chemist's Veterinary Handbook* is a noteworthy publication, and it is necessary to keep up with current trends in the technical farming press.

### Some Supposed Difficulties

(a) *Restricted Distribution.*—A number of well-known companies will only supply their preparations to veterinary surgeons. They are frequently companies with considerable outlets for medical products through pharmacies, and their policy might otherwise be deemed to be "chemists only," so there is naturally considerable resentment in some quarters on that account. A closer investigation of the circumstances, however, reveals that the policy is more for the protection of the manufacturer than for the restriction of the distributor. It is certainly restrictive upon the manufacturer himself, who voluntarily cuts himself off from the widest markets.

There are many reasons for that restrictive policy. I would say that one of the main ones is that manufacturers who adopt a restrictive policy are those whose reputation is such that they will investigate fully any untoward happening, and frequently accept responsibility for compensation. It seems clear to me that their investigations would be severely hampered if the channels of distribution were unnecessarily diversified, and they would find it extremely difficult to satisfy themselves where the blame actually lay.

To a large degree, too, the policy was forced upon manufacturers by the attitude of pharmacists many years ago, when the sale of "ethical" preparations began to expand. It is a matter of simple fact that in those early days pharmacists were not interested in handling an ever-increasing range.

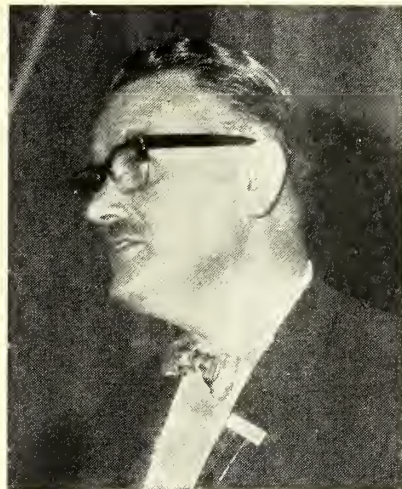
(b) *Sales by Veterinary Surgeons.*—It is reliably estimated that, at the present time, the total drug turnover of veterinary surgeons in Great Britain is about £4.5 million, of which a high proportion is used for therapeutic, as opposed to prophylactic, procedures. As a consequence, that figure may probably be reduced to half and spread over the number of interested pharmacies, can only represent a small loss of turnover. In any case the amount is likely to be in the sector in which price cutting is most common, so that little is at stake anyway.

One must not overlook the valid consideration that, in a large proportion of cases, the initial treatment, and possibly the whole course, is administered by the veterinary surgeon. From an economic standpoint the farmer naturally resists the introduction of a third party.

A further, and not unimportant, point, is that competition from veterinary surgeons is necessarily bound to be localised. Veterinary surgeons have no outlets but their own clients, but every other supplier is free to range far and wide in search of business—and frequently does.

The "right to pharmacy" has long been cherished in veterinary practice.

The fallibility of that claim may well be challenged—but there can be no argument about the fact that, by tradi-



Mr. K. W. Youings.

tion, veterinary surgeons are major suppliers of pharmaceuticals on farms. The apparent increase in this area may be clearly attributed to the steady advance in the type of medication employed. Treatment of animals is now as scientific and advanced as the treatment of humans.

It is also necessary to bear in mind that, when a veterinary surgeon supplies the drugs for a course of treatment, the profit on the drugs compensates in some measure for his inability to command a proper professional fee. I agree that this is a highly undesirable state of affairs, and an economy that has allowed it to develop must be open to criticism. However, as a member of a profession of which a most learned and eminent judge has said "Man cannot live by pharmacy alone," I find it hard to be censorious of another profession beset by the same basic problems.

### Present Channels of Distribution

Present channels of distribution to farms are:

- (a) By manufacturers direct. There is still a fair amount of this business done. It represents a decreasing proportion, but in an area where the representative for the company in question may be well liked and respected it is often a factor to be considered.
- (b) Through veterinary surgeons; this aspect has been dealt with.
- (c) Through pharmacy, general-practice or otherwise.
- (d) Other channels.

In my view the last class is the greatest competitor to pharmacists. Under the protection of the "trade, business or profession" clause, these traders are at liberty to sell practically any horticultural or agricultural poison, and the so-called "privileges" to authorised sellers of poisons are meaningless. Such traders can and do engage in extensive sales of scheduled poisons. The scope of their turnover, geographic spread, use of "hard sell" techniques, etc., are foreign to traditional ideas in pharmacy.

When one looks closely at the relevant section of the 1933 Act, which grants exemption from its provisions to "a person who requires the article for the purpose of his trade or business," some interesting problems are posed. It has been suggested to me that it is the "trade or business" of a farmer to rear and manage his stock, not to treat their ailments. An analogy may be drawn here that the business or profession of a mother or the matron of a children's home is to rear and manage the children in her care—not to treat their ailments except as may be professionally directed. That is a fair analogy and would appear to afford as much right of access to potent medicaments to a mother or matron as to a farmer. Why, then, should a farmer enjoy this privileged position? Modern lines of thought suggest that medicines are not ordinary merchandise, and that their sales should be in the hands of properly qualified people. Surely veterinary medicines are strictly comparable and, in making recommendations concerning medicines legislation, it would be in the public interest that the right of the farmer to administer potent drugs to the food which you and I will eat should be curtailed.

### Types of Pharmacy

In pharmaceutical channels the sale of veterinary and agricultural preparations at the present time would seem to be handled broadly by four main groups.

(a) Traditional pharmacies handling the goods as a normal part of day-to-day activities. The volume of such sales will vary greatly—in my experience from purely nominal to six-figure turnovers.

(b) Privately owned pharmacies specialising in agricultural and veterinary work, which do no traditional pharmaceutical work whatever. In my view these would seem to be the ideal where pharmaceutical man-power has no divided interest.

(c) Pharmacies owned and operated by farmers' co-operative societies, but under the direction and management of pharmacists. The steadily-growing importance of such pharmacies has been one of the most interesting developments in the past ten years or so. Co-operative trading groups and other types of "mutual" company are becoming increasingly numerous and powerful.

I have encountered some confusion with regard to sales from veterinary pharmacies. Operation from registered premises requires the presence of a pharmacist at all times when preparations containing poisons are sold. Yet practically without exception such poisons may be sold without such supervision from unregistered premises. From a purely practical standpoint, veterinary pharmacies are busy centres on market days, but on other days little selling is likely to be done. On such days the pharmacist can undoubtedly be more profitably employed calling on farms, engaging in general promotional and selling activities. In his absence any client calling at the pharmacy would be precluded from



purchasing any poisonous substance, even though he could walk around the corner and purchase the same substance from an unqualified vendor. It may well be that the operators of these pharmacies can satisfy the supervising authority by confining their activities to sales for purposes of "trade or business." I would say, from my experience of those I have visited, that this is, in general, the case.

My impression has been that pharmacists working in these pharmacies are aggrieved by the actions of the Society's inspectorate. Clearly the law is the law, and it is not the Society's duty to turn a blind eye to any part of it. To resolve this matter the onus seems fairly and squarely on the shoulders of pharmacists to make up their minds which way they are going. If they specialise fully and completely they can operate unharried, but if they want to lean partly towards general practice they must accept the concomitant lanyards of general practice. In other words, they can't keep their cake and eat it.

(d) Separate veterinary supply companies, owned by pharmacists, but not necessarily operated in conjunction with registered premises, and frequently having no qualified control. Assessment of this type of business is very difficult, and their effect on the pattern of agricultural and veterinary pharmacy is uncertain. It is clear that, by their nature, they must have some degree of pharmaceutical influence and direction, but their day-to-day control is undoubtedly in unqualified hands. It may well be that their importance lies in their effect on neighbouring pharmacies because, by their scope and nature, they must operate over much larger catchment areas than normal country pharmacies.

### The Future

In this day and age it is unreasonable to expect that the major portion of the business in the agricultural and veterinary field will be carried on in traditional pharmacies. I would not suggest that the days of the traditional pharmacy are numbered, but I do feel that the real opportunities of the future lie in a greater degree of outright specialisation. There are a great number of traditional pharmacies with extensive agricultural and veterinary connections, and there is no doubt in my mind that they will continue to flourish to a greater or lesser degree. This is a highly competitive — even cut-throat — business, and new ideas must frequently be adopted that do not fit into the regular pattern of pharmaceutical trading. It is noteworthy that the largest retail chain of pharmacies has virtually withdrawn agricultural and veterinary supplies from its pharmacies, and decided to concentrate them in separate "farm sales" units. This must clearly give some advantage to local pharmacies—at least those with any degree of reputation for service.

A fundamental idea in pharmacy is that the price obtained for an article should be related to certain fixed considerations. These need not be stated in detail, but they are basically the considerations which make resale price

maintenance desirable. Having regard to the large volume and steady nature of repeat orders in agricultural and veterinary business the farmer is naturally extremely price-conscious. As a direct consequence, pharmacy is forced to adopt an entirely different approach to pricing policy.

### Improving the Pharmacist's Position

As recently as 1960, some things in the agricultural and veterinary field were thought to be unreasonable — notably that there was need for a specialist group within pharmacy. That has been demonstrated as false, and the future success of our profession in this particular sphere is to my mind linked directly to the success and single-minded purpose of the Agricultural and Veterinary Pharmacy Group. Under its auspices one residential course and several regional conferences have been held, all of which have been highly successful, and there is unlimited scope for these activities.

The threat to pharmacy in 1967 is not the threat from other professions but from those of no profession. A spirit of rivalry and antagonism between pharmacy and veterinary medicine is stupid in the extreme when it is realised that the real fight is between professional and charlatan. The issue is not whether the sale of veterinary medicines should be restricted by law or right to either or both of the professions of pharmacy and veterinary medicine, but that the supply of all medicines by these two professions should be accepted by the consumer as being for his ultimate benefit, and the joint efforts of these two professions should be directed to that end. In the commercial field veterinary surgeons have given a valuable lead to pharmacy in demonstrating the capabilities of mutual self help. Pharmacy should not be slow to profit from this experience.

Veterinary surgeons contend that there is a leakage of some controlled preparations. Any such contention should be supported by evidence. The Pharmaceutical Society has no power to seek information about stock movements of these preparations, and apart from detection of an actual sale, it seems that we can do little to combat the idea, current in veterinary circles, that our profession is content to leave the situation as it is. I would make two suggestions. First is that we say to the veterinary surgeons that they must give us evidence of the situation they say exists. Without that evidence we are powerless to investigate. If they have the evidence but withhold it for fear of offending or losing a valuable client, then that is condonation, which is equally reprehensible. Pharmacists are the easiest people to blame when leakages of this nature occur, because of the ready accessibility of these substances to us. The net result of this wholly unsatisfactory state of affairs is that some pharmacists are suspect without the chance to establish their innocence.

Secondly I suggest that the Agricultural and Veterinary Pharmacy Group should press on, as a matter of urgency, with the development of a

code of ethics or set of rules for its members. I would consider it reasonable to concede to the Society's inspectorate powers that it does not possess with regard to the general membership. Such a gesture would demonstrate clearly that all members of our Group have clean hands in this matter, and this would effectively remove any suspicion on the part of veterinary surgeons, and open up the way for a more realistic control of these preparations. It seems to me axiomatic that the Agricultural and Veterinary Pharmacy Group should support action by the Society calling for supervision of all stages of production and distribution, which would stop up the gaps through which some interests are riding rough-shod. In presenting a reasoned case in this matter one cannot ignore the fact that there is a body of opinion that considers control of this group of substances to be already too stringent, and that our controls are out of touch with opinion in other countries.

### Conclusions

The supply of veterinary, agricultural and horticultural preparations is expanding, linked to modern developments, expanding economy and intensified production.

The participation of pharmacists in this business is directly related to their energy and enterprise in going after it. Their success in this participation will be directly related to the care and thought given to the pure commerce of the matter. The pharmaceutical qualification is but one of the tools of the trade—a vital and important one, and one which in my view makes us better equipped—but one which is little appreciated by the client except in those cases where tradition and experience indicate otherwise.

In the long term we must expect the evolution of a distinct subdivision of pharmacy. At the moment we have hospital pharmacists, industrial pharmacists, general-practice pharmacists, etc., and we are witnessing the gestation of agricultural and veterinary pharmacists.

To pharmacists in general practice everywhere I would suggest that more emphasis on domestic, horticultural and veterinary merchandise would be more profitable financially and professionally than some of the "non-traditional" sidelines, which look to be well on their way to becoming "traditional."

### Discussion

MR. K. JENKINS, Bovingdon, Herts, was concerned that more pharmacists should engage in the business of veterinary pharmacy. Though the Society's Agricultural and Veterinary Pharmacy Group had brought together those pharmacists who already had a common interest, more members and more distribution points of veterinary products were needed. The opportunity, both commercial and professional, was unlikely to occur again. Manufacturers wanted to have pharmacists as distributors, not only because of their specialised training but also for their local knowledge. One wholesaling company that had shown an interest in supplying veterinary preparations in a uniform pack for pharmacists, and he





**NORTH AND SOUTH:** Dr. D. C. Garratt, London; Mrs. J. C. Bloomfield, Portsmouth, Hants; Miss I. Ladden, London; Mrs. I. M. Z. Elliott, Chislehurst, Kent; Mr. W. B. Lowe (chairman, Northumberland Branch of the Pharmaceutical Society); Mr. J. A. Myers, Edinburgh (a member of Council); and Mrs. W. B. Lowe.

suggested an approach to the company by the National Pharmaceutical Union.

MR. YOUNGS replied that to form an association with a wholesaling house would be "going back to square one." Pharmacists must get much nearer to the manufacturing source. The scheme suggested would require considerable capital outlay. What was needed was some means of enabling the small business to compete with those whose turnover was in the multi-million pound range.

MR. R. BOOTLAND, Macclesfield, Ches., was surprised Mr. Adams had made no mention of the efforts of the British Veterinary Association in the past to persuade its members to write prescriptions. The attempt had failed then and, he thought, would always fail. Why had no statistics been given of those engaging in agricultural and veterinary practice? Perhaps, it was because they would have revealed "a woeful shortage." While congratulating Mr. Youings on his paper he thought no clear distinction had been made between veterinary products and animal health products. The market in the former was probably only 1 per cent. of that for animal health products, on which pharmacists should concentrate. He disagreed with Mr. Jenkins's estimate of a desirable minimum of 200 distribution points: 600 to 700 he thought, would be needed. The number of pharmacists engaged in veterinary and agricultural practice had probably diminished, either through lack of interest, or through having been pushed out, at a time when the market had made its greatest expansion. Moreover the pharmacist's training was inadequate to fit him to deal knowledgeably in veterinary medicines. He called for a survey of pharmacists engaged in veterinary practice to find out who was wholly and who partially engaged in the business. Steps could then be taken to combat the loss of that trade. If it was necessary to have authorised sellers of poisons steps should be taken to see that they employed more pharmacists. Mr. Bootland made an appeal that the agricultural and veterinary practice sub committee or the Practice Committee should be allowed to take some action and not merely "to make a noise." MR. ADAMS replied that most of Mr. Bootlands points had been dealt with adequately in his paper. He agreed that there was

an absence of statistics and that a survey was desirable.

MR. C. C. STEVENS, Macclesfield, declared members of the Practice Committee or Council had placed no obstacle in his way as president of the Agricultural and Veterinary Group, but the Group, in conducting its meetings, had to have regard to the general membership. To Mr. Youings he pointed out that a manufacturer could not divest himself of responsibility for his products. He warned pharmacists, too, that they must supervise their businesses at all times and not only when prescriptions were sold.

#### **Danger of Poisoning**

MR. T. D. CLARKE, Manchester, said it was unusual for a hospital pharmacist to speak at a veterinary conference but he wished to take up the point about authorised sellers of poisons. He was concerned about the cases seen in hospital of persons poisoned by veterinary and agricultural substances — particularly those applied to crops. The Society should press that enzyme poisons should be handled by qualified staff.

MR. S. GAFFNEY, Somerset, had found the British Veterinary Codex helpful when consultants came to him in his hospital pharmacy and wanted to know how to treat their dogs and their other pets. The Codex helped enhance the status of a pharmaceutical chemist.

MR. S. DURHAM, Sheffield, put the problem of the locum called to work in a country pharmacy and asked how long it would take to obtain the necessary background to the subject.

An appeal for a register of veterinary chemists was made by MR. M. H. MUNRO, Tunbridge Wells, Kent, who also suggested that Mr. Durham should join the Agricultural and Veterinary Group.

MR. R. H. KEMP, Bexhill, Sussex, asked for comments on pharmacist co-operative organisations in which pharmacists held the whole of the capital. MR. YOUNGS considered that to be an interesting proposition that would need to be investigated. Every agricultural and veterinary chemist would be satisfied if a formula could be found.

MRS. S. A. GROVES, Nottingham, read some notes for Mrs. Travnikova, Czechoslovakia, who wished to indicate how her country had solved the problem. They had no special group of pharmacists for veterinary work but pharmacists must be able to perform such duties. It was her opinion that six months training was sufficient to enable the pharmacist to organise a veterinary section in his pharmacy. Veterinary practice was carried on as was pharmacy for human medicine.

Returning to the questioners' rostrum MR. KEITH JENKINS pointed out that there were already two strata of commercial activity: the supply of prophylactic medicines to farming groups and the supply to small farmers in their locality. There was a tendency to consider the business uneconomic, but some chemists were turning over £14,000 a year in agriculture and veterinary business. Pharmacists must show some haste to get in to that business. He knew a number of well established veterinary pharmacists who were willing to help by distributing veterinary and agricultural preparations to their "smaller brethren."

MR. G. H. MACDONALD, London, was also disappointed at the small number of pharmacists who had joined the Agricultural and Veterinary Group.

#### **A Specialised Activity**

Commenting on the discussion MR. ADAMS said that, unless pharmacists recognised that agricultural and veterinary pharmacy was a specialised activity requiring training and knowledge they would not overcome the problems. Instead of arguing about manufacturers' policies, pharmacists should ensure that, when they talked about agricultural and veterinary pharmacy, they were doing something no one else could do so well.



**AT THE CIVIC RECEPTION:** Mr. and Mrs. W. H. Boyd and Mr. H. W. Gamble, all from Belfast, with Mrs. A. W. Stark, Hyde, Ches, and Mrs. and Mr. S. Hughs, Glasgow.



## BRITISH PHARMACEUTICAL CONFERENCE 104th MEETING BLACKPOOL 1967

## Science Sessions

THE next paper on Tuesday was read by MR. I. G. MARSHALL who was presenting a paper to the Conference for the first time.

## NEUROMUSCULAR BLOCKING AGENTS

## Structural modification of (+)-tubocurarine and (—)-curarine

I. G. MARSHALL, J. B. MURRAY, G. A. SMAIL and J. B. STENLAKE  
(Department of Pharmacy, University of Strathclyde, Glasgow).

(+)-TUBOCURARINE chloride and *OO*-dimethyl-(+)-tubocurarine iodide have been *N*-demethylated to (+)-tubocurarine and *OO*-dimethyl-(+)-tubocurarine. These bases, (—)-curine and its *OO*-dimethyl ether, have been converted to a new series of quaternary derivatives analogous to (+)-tubocurarine chloride. The pharmacological action of these derivatives has been examined. The results confirm the marked species differences observed by other workers and, apart from one or two striking exceptions, confirm the general conclusion that *OO*-dimethyl ethers in both stereo-chemical series are more potent than their parent quaternary alkaloids. Contrary to expectations, and in confirmation of the report of Wintersteiner (1959), (—)-curarine is only slightly more potent than (+)-tubocurarine in the rabbit (though significantly less potent in the frog and hen), whilst *OO*-dimethyl-(—)-curarine is significantly less potent than *OO*-dimethyl-(+)-tubocurarine in both the hen and the rabbit. The folding of the molecule is significantly greater in the curarines than in the corresponding tubocurarine, because in the former both optical centres have the same absolute configuration. It would appear, therefore, that molecular folding is more significant than the actual disposition of the quaternary centres about the general plane of the molecule in determining the level of potency.

DR. G. E. FOSTER, Dartford, referred to the suggestion that derivatives of tubocurarine were difficult to analyse. He had looked at some of the figures but could not understand the exact difficulty. MR. MARSHALL countered with the statement that he was a pharmacologist and asked Professor Stenlake to deal with the query. PROFESSOR STENLAKE said that he thought there was some problem of hydration. He agreed with the criticism, he was not entirely happy about the figures. DR. M. A. C. RAPSON, London, asked if there were any chemical or physical factors that could explain the pharmacological action of the different forms, to which the AUTHOR replied that a number of workers had come to the conclusion that the different action of tubocurarine and curarine could not be understood. The authors' work led them to believe that a flat molecule approximated much more closely to the receptor surface than did a folded one.

DR. E. R. CLARK, Leeds, suggested

the authors had considered receptors as fixed bodies, to which MR. MARSHALL replied that little was known about the receptor, and there was a further difficulty concerning species differences. In trying to explain the results in stereochemical terms they were merely putting forward a suggestion. PROFESSOR STENLAKE pointed out that the wording of the paper was carefully chosen and it was known that the compounds were of limited flexibility. DR. A. L. GLENN, Woking, made a plea for the use of statistical methods in assessing analytical results rather than discard the results that did not accord with the majority.

Tuesday afternoon's final paper was read by MR. KIRK.

## SURFACE-ACTIVE BETAINES

## Critical micelle concentrations

A. H. BECKETT, G. KIRK and A. S. VIRJI  
(Department of pharmacy, Chelsea College of Science and Technology).

OPTICALLY active and racemic forms of a series of *N*-alkyl-*NN*-dimethylalanine hydrobromides (alkyl betaines) have been prepared. Refractive index and surface tension methods have been used to determine the critical micelle concentrations (c.m.c.) of the alkyl betaines. The results show that the c.m.c. is dependent on the number of carbon atoms in the alkyl chain and decreases as the chain length increases. No differences were observed between the c.m.c. values of optical isomers and racemic compounds. Comparison of the results with those for *N*-alkyl-*NN*-dimethylglycines shows that alanyl betaines form micelles at lower concentrations than the corresponding glycyl betaines. As an increase of one methylene group in the length of the long chain *N*-alkyl group of a glycyl betaine results in a decrease in c.m.c. it can be assumed that the decrease in c.m.c. is due to the methyl group on the asymmetric carbon atom being orientated in the same general direction as the long-chain alkyl group. The decrease in c.m.c. observed between a glycyl and its corresponding alanyl betaine is approximately half that which occurs when the length of the *N*-alkyl chain of the glycyl betaine is increased by one methylene group. The hydrogen atom on the asymmetric carbon atom of the alanyl betaine will then take up a position in the micelle-water interface.

The paper produced no discussion from the floor but Professor Beckett rose to explain that the purpose of producing the compounds dealt with in the paper was to allow the study of the conformational mobility of drug receptors. The compounds formed micelles with an asymmetric surface and by studying the interaction of water with the micelle interface a better picture of the mechanism of drug interaction with receptors would be obtained.

The Conference chairman (Professor J. B. Stenlake) again presided at Wed-

nesday morning's science session. DR. A. L. GLENN presented the first paper:-

## PURITY INDEX

## Use of orthogonal function coefficient ratios

I. U. AGWU and A. L. GLENN  
(School of Pharmacy, University of London).

EXTINCTION ratios or simple functions thereof have long been recommended for the control of absorbing impurities in samples of absorbing compounds. The authors have now shown that ratios of orthogonal function coefficients are superior to extinction ratios as purity indices. They reflect improved sampling of the absorption spectrum, can be made more robust to overall shifts of the spectrophotometer's wave-length scale and also exhibit more simple behaviour in the presence of impurities. An example is given of the use of such ratios to study the distribution of irrelevant absorption in a number of pharmaceutical injections.

During the discussion DR. GLENN emphasised that it was essential to have good experimental conditions in order to get good results with the method. MR. S. H. SCOTT, Watford, asked whether orthogonal functions were the most economical method of calculation; there were many ways in which a function could be expanded to get a representation of it. DR. GLENN replied that, although the method was only one way of representing the results, ease of visualisation was an important factor and was the reason for using it. The coefficients were linearly related to the raw data and independent of other functions thus enabling linear and other shaped backgrounds to be ruled out. MR. C. A. JOHNSON, London, asked how accurate the technique had to be to get meaningful results. He was told that work on accuracy had shown that, if measurements were taken at twelve points, the same results should be obtained as from an individual measurement. DR. M. A. C. RAPSON, London, said it seemed necessary to know something about the impurity in order to choose the correct coefficient. How would the author suggest defining the purity of a drug using the method since differences in raw material and manufacture resulted in different impurity patterns? DR.



CIVIC RECEPTION; Dr. T. E. Wallis is greeted by the mayor and mayoress and Professor Stenlake.



GLENN agreed that, in those circumstances, knowledge of the impurities was necessary but, in further work to be reported, that would not be so. If a compound contained impurity it suffered a reduction in the  $P_2/P_0$  ratio. The discussion had to be closed by the chairman through shortage of time.

The next paper, the second from an industrial source, was presented by Mr. P. F. G. BOON:—

#### IMIDAZOLINES

##### Gas chromatographic determination in pharmaceutical preparations

P. F. G. BOON and W. SUDDS  
(CIBA Laboratories, Ltd., Horsham, Sussex).

SUBSTITUTED imidazolines find wide application in creams, tablets, nasal sprays and eye drops but their quality control in complex formulations presents analytical difficulties exacerbated when the preparations have undergone decomposition, for example as a result of accelerated storage treatment. Other workers' reports of the gas chromatographic detection of antazoline have led to an extended examination of the technique. On stationary phases such as silicone elastomer (SE30) (10.07 per cent.) and butanediol succinate (0.1 per cent.) the order of elution of the various substituted imidazolines was tolazoline, xylometazoline, naphazoline, antazoline, in order of increasing molecular weight. Superior resolution with a minimum of tailing was achieved on a stationary phase of 1 per cent. Carbowax 20M on 2 per cent. potassium hydroxide. Silanisation of the prepared columns with bis(trimethylsilyl)-acetamide was found advantageous. No response was obtained by adding phenolamine to any of the columns described, apparently because of enhancement of the power to be adsorbed conferred by the phenol group. Gas chromatography of the primary decomposition products of naphazoline and tolazoline yielded peaks well resolved from the parent compounds. Chromatography of a hydrolysis mixture resulting from antazoline produced no detectable peaks.

Mr. A. MOFFATT, London, asked for some elaboration of the technique used to load the column, and for specifications of the size of the column itself, so that the technique could be repeated in other laboratories. In reply, Mr.

BOON said that a magnetic device had been used in loading: on its removal the gauge dropped into the column. The column used was the standard one supplied with the instrument. He preferred direct calibration, according to the substance being extracted: extraction was 100 per cent. On a further point, he emphasised that the technique had been devised for production control: it was not therefore important to pursue the true result if it appeared to be well outside the limits imposed as a standard.

MRS. S. EL-MASRY then read her first paper to a British Pharmaceutical Conference:—

#### NOSCAPINE AND NARCOTINE

##### Chromatographic determination in opium and pharmaceutical preparations

J. W. FAIRBAIRN and (MRS.) S. EL-MASRY  
(School of Pharmacy, University of London).

WHEN a simple ethanolic extract of opium or its preparations is run on silica gel G plates using ethyl acetate as running solvent, most of the impurities and all the alkaloids except noscapine and papaverine are retained on the starting line. Under the conditions described, quantitative recovery of the two alkaloids is possible in sufficiently pure form for spectrophotometric assay. The method is said to be simple, accurate and reproducible.

The authors were unable to give Dr. MITCHELL a reason why grinding in the presence of acid-washed sand should result in the extraction of impurities. Two workers, Mr. MORRISON, Portsmouth, and Dr. JOHNSON, reported that they had experienced considerable difficulties from the presence of impurities in silica-gel eluates. Dr. JOHNSON asked whether the authors had used several batches of silica gel, as he had found that even the same brand varied in its ability to release impurities which absorb at the wavelengths used, even after prolonged washing. THE AUTHORS expected that, over the five-month period of their experiments, several batches would have been used, and PROFESSOR FAIRBAIRN said that, so far, they had not encountered those impurities, though impurities had been found with kieselguhr, removable by washing.

The fourth paper of the session was read by Dr. T. J. BETTS:—

#### CANNABIS

##### Chromatographic identification

T. J. BETTS and P. J. HOLLOWAY  
(School of Pharmacy, University of London).

IDENTIFICATION of cannabis can be achieved by using thin-layer chromatography together with gas chromatography. That is necessary because false positive reactions with some labiate herbs are given with one or other of the chromatographic methods alone. Tops and resin have been examined. It was found that thyme, sage and rosemary might be mistaken for cannabis using one method only. Tobacco gave no interfering response by either chromatographic method, so cannabis could be detected in admixture with it. Dried banana peel, which according to newspaper reports is used as a substitute for cannabis, gives no chromatographic response. Classic cannabis colour reactions were used as sprays for thin-layer chromatography. For gas chromatography a 2 per cent. silicone elastomer on a silanised support was used, and the cannabinoids run as their trimethylsilyl ethers.

Cannabis identification comprised an important part of the work of forensic science laboratories in the United Kingdom and overseas, said Dr. F. FISH, London, who opened the discussion. The chromatographic method had not been generally accepted because it took longer to complete than other methods. Dr. BETTS replied that that was not always the case, though 18 hours might be required to complete the thin-layer chromatographical process with some of the weaker extracts received. Quoting his confirmation of the experience of workers in the Government Chemists' laboratory, Dr. FISH pointed out that, in gas chromatography, polar columns gave rather better separation than the non-polar columns used by the authors. In that method, he had found that trifluoroacetates gave a resolution as good as that achieved with trimethylsilyl ethers, but without the complication of gumming up the flame-ionisation detector. PROFESSOR J. W. FAIRBAIRN, London, endorsed the further suggestion that microscopy should not be neglected during examination of samples under suspicion.



MAINLY SCOTS: Miss S. E. Butterworth, London, with Mr. D. C. Mair, Glasgow; Mrs. A. Darling, Sunderland; Mr. and Mrs. J. Bannerman, Glasgow.



FROM WALES: Mr. P. Jenkins, Mountain Ash; Mr. J. E. T. Jones, Aberdare; Miss M. Hall, Pontypridd; Mr. H. Parry, Aberdare; Mr. and Mrs. G. J. Gibbon, Pontypridd.



## TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are augmented before wholesale dealers receive the goods into stock.

LONDON, SEPTEMBER 27: Trading in CRUDE DRUGS continued slow in common with other sectors of the market. Price movements were few and of little consequence. The downward trend in Brazilian MENTHOL continued with c.i.f. and spot quotations falling by one shilling per lb. Spot TURMERIC was marked lower by 5s. per cwt. despite shipment rates holding firm. There are shortages on the spot of CASCARA and COCHINEAL but the demand is so slow that prices were repeated.

ESSENTIAL OILS were mostly quiet and easier in price, where changed. Exceptions were some emanating from China. The rises were mainly for spot material reflecting a tight supply position. They included ANISE up three-pence per lb. while SPEARMINT rose 2s. 6d. per kilo. Chinese PEPPERMINT for shipment however, was down three-pence per lb. with the Brazilian down fourpence halfpenny for forward delivery and by six pence for spot. Also lower on the spot were BOIS DE ROSE (down one shilling per lb.) CLOVE LEAF (threehalfpence per lb.) and PALMAROSA (6s. per kilo). PATCHOULI was one shilling per lb. lower for shipment but LEMONGRASS was three-pence per kilo dearer.

In PHARMACEUTICAL CHEMICALS the prices quoted for QUININE continue to vary at frequent intervals so that there are no schedules published; the SULPHATE, B.P., 1963, is about 8s. 5d. oz. in 1,000 oz. lots while the HYDROCHLORIDE is 11s. Those prices compare with 21s. 7d. and 28s. 8d. respectively prevailing a little over a year ago before the break occurred. The current rates together with those for QUINIDINE are given below.

### Pharmaceutical Chemicals

AMYLOBARBITONE.—B.P.C. is 63s. per kilo for less than 100-kilo lots. SODIUM is 10s. per kilo more.

BUTOBARBITONE.—B.P.C. 77s. 6d. per kilo for 25-kilo lots and over.

CINCHOCAINE.—HYDROCHLORIDE, B.P. is 850s. per kilo.

COCAINE.—35 oz. lots HYDROCHLORIDE, 105s. per oz., ALKALOID, 115s. per oz. Subject to D.D.A. Regulations.

CYCLOBARBITONE.—Under 25 kilos; 70s. per kilo. CALCIUM, 70s. per kilo.

HEXOBARBITONE.—25-kilo lots or over, 115s. per kilo.

ISOPRENALINE SULPHATE. — 5-kilo, 330s. per kilo.

METHYL PHENOBARBITONE.—B.P.C., is 67s. per kilo for under 50-kilo lots.

PENTOBARBITONE.—Less than 100-kilo lots are 85s. 6d. per kilo for ACID and 90s. 6d. for SODIUM.

PHENOBARBITONE.—Spot rates 50-kilo lots, 47s. 6d. per kilo. SODIUM, 54s. 6d.

PHENOL.—Ice crystals in bulk, 1s. 4d. per lb. LIQUID, B.P., 1s. 9d. per lb. in 56-lb. returnable tins.

PHTHALYLSULPHATHIAZOLE. — 5-kilo lots, 32s. 6d. per kilo; 50-kilos, 31s. 6d.

QUINALBARBITONE.—SODIUM and ACID are 92s. 6d. for less than 25-kilo lots.

QUINIDINE.—SULPHATE, £36 per kilo for 15 kilos (500-oz.) lots upwards. ALKALOID, £40 kilo.

QUININE.—In 1,000-oz. lots (per oz.). SULPHATE, 8s. 5d.; HYDROCHLORIDE, 11s.; BISULPHATE, 8s. 9d.; DIHYDROCHLORIDE, 11s. 10d.; ALKALOID, 11s. 1d.; HYDROBROMIDE, 10s. 5d.

SUCCINYL SULPHATHIAZOLE.—5-kilo lots, 38s. 6d. per kilo; 50-kilos, 37s. 6d. kilo.

SULPHANILAMIDE.—50-kilo lots, 13s. 1d. per kilo.

SULPHAPYRIDINE.—6-kilo lots, 120s. per kilo.

SULPHATHIAZOLE.—100 kilos, 39s. per kilo; 50 kilos, 40s.

SULPHACETAMIDE.—50-kilo lots, 54s. per kilo; SODIUM, 55s.

SULPHADIAZINE.—5-kilo lots, 45s. 6d. per kilo; 50-kilo lots, 40s.

SULPHADIMIDINE.—50-kilo lots are 29s. per kilo.

SULPHAGUANIDINE.—100-kilo lots, about 19s. 6d. per kilo.

SULPHAMERAZINE.—In 50-kilo lots, 37s. 6d. per kilo.

SULPHAMETHIZOLE.—B.P. Under 50-kilos, 85s. per kilo.

THEOBROMINE.—ALKALOID from 25s. 11d. per kilo, c.i.f.

THYMOL.—1-cwt. lots are 11s. 3d. per lb.

### Crude Drugs

ALOES.—(Per cwt.). Cape primes, spot, 215s.; shipment, 200s., c.i.f. and Curacao, 390s. spot; shipment, 375s., c.i.f.

BENZOIN.—Sumatra block B.P.C., spot £27 per cwt.

BUCHU.—LEAVES, 14s. per lb. nominal; supplies at origin cleared.

CALUMBA.—Mozambique root, 120s. per cwt. spot.

CAMPHOR.—B.P. powder for shipment, 5s. per lb., c.i.f.; spot, 5s. 10d.

CARDAMOMS.—(per lb.). Alleppy greens, 18s. (15s., c.i.f.). Prime seed, 32s. 6d. (28s. 6d., c.i.f.).

CASCARA.—Spot, 275s. per cwt.; shipment 260s., c.i.f.

CASSIA.—*Lignea*, spot, 360s. per cwt., duty paid.

CHERRY BARK.—Thin natural, on spot, 2s. 3d. lb. (2s., c.i.f.).

CHILLIES.—Zanzibar for shipment, 285s., cwt., c.i.f.; Mombasa, 315s., spot.

CINCHONA BARK.—*Succubra* from 2s. to 2s. 6d. per lb. according to test.

CINNAMON.—BARK, Seychelles, 150s. cwt. (117s. 6d., c.i.f.); Ceylon QUILLS, shipment five 0's, 10s. 9d. lb.; three 0's, 10s. 1d.; seconds, 8s.; quillings, 5s. 2½d., all c.i.f.

CLOVES.—Zanzibar, spot quoted at 3s. 1d. per lb.; afloat, 2s. 9½d., c.i.f.

COCHINEAL.—(Per lb.). Canary Isles silver-grey, 16s. 6d. (15s. 6d., c.i.f.) spot; black brilliant, 20s. 6d. (19s. 6d., c.i.f.) Peruvian silver-grey, 12s. 9d. (12s. c.i.f.).

GENTIAN.—Spot, 215s. per cwt.; 210s. c.i.f.

GINGER.—(per cwt.). Nigerian split, 110s. peeled, 165s. (150s., c.i.f.); African, 155s. Jamaican No. 3, 250s. (245s., c.i.f.); Cochin, 200s. (190s., c.i.f.).

MENTHOL.—(Per lb.). Chinese, October, November shipment, 29s., c.i.f.; spot, 32s. 6d. in bond. Brazilian for shipment, 24s. 6d., c.i.f.; spot, 26s. in bond.

MERCURY.—Spot, £180 per flask of 76 lb., ex warehouse.

MYRRH.—Spot, 430s. cwt.

NUTMEGS.—(Per lb.). West Indian, 110's, 6s. 6d., 80's, 7s. 9d.; defectives, 3s. 9d. all c.i.f.

NUX VOMICA.—Cochin, 110s. per cwt. on the spot; shipment, 80s., c.i.f.

ORANGE PEEL.—Spot: Sweet ribbon, 1s. 8d. per lb., bitter quarters; West Indian, 10½d.; Spanish, 1s. 9d.

PEPPER.—White Sarawak, spot, 2s. 8d. (2s. 7½d., c.i.f.); Black Malabar, 287s. 6d. per cwt., c.i.f. Brazilian black No. 1, 2s. 5d. lb.

SEEDS.—(per cwt.) ANISE.—Cyprian, 230s., c.i.f. CARAWAY.—Dutch, 157s. 6d., spot. CORIANDER.—Moroccan, 105s.; Rumanian whole, 107s. 6d., both duty paid; shipment (c.i.f.) Moroccan, 92s.; Rumanian, 85s. CUMIN.—Cyprian, 195s.; Iranian, 220s.; shipment (c.i.f.) Iranian, 155s.; Syrian, 152s. 6d. CELERY.—Indian, 165s. spot; shipment, 152s. 6d., c.i.f. DILL.—Indian, 120s., spot; shipment, 97s. 6d., c.i.f. FENNEL.—Chinese, 135s., duty paid; Indian, 147s. 6d. MUSTARD.—English new crop, only good qualities available between 80s. and 90s.

TURMERIC.—Madras finger spot, 145s. per cwt.; shipment, 137s. 6d., c.i.f.

VALERIAN ROOT.—Indian, 190s. cwt. (180s., c.i.f.); Continental, 425s. (410s., c.i.f.).

WAXES.—(Per cwt.). BEES.—Dar-es-Salaam, 660s., c.i.f. CANDELLILLA, spot, 465s.; forward, 460s., nominal. CARNAUBA, fatty grey, spot, 290s. (270s., c.i.f.), prime yellow spot, 410s. (390s., c.i.f.).

### Essential and Expressed Oils

AMBER.—Rectified spot, 1s. 6d. per lb.

ANISE.—Chinese, spot, 12s. 6d. lb.; October-November shipment, 11s., c.i.f.

BOIS DE ROSE.—Brazilian, spot, 19s. 3d. per lb.; shipment, 17s. 9d., c.i.f.

CADE.—Spanish from 2s. per lb. for drum.

CAJUPUT.—Spot from 10s. 6d. to 14s. per lb.

CALAMUS.—Spot from 55s. to 60s. per lb.

CLOVE.—Madagascar leaf for shipment. 9s. 1½d., c.i.f. spot, 9s. 4½d. in bond. Rectified, 10s. Distilled bud oil English, B.P., 26s. per lb., for 1-cwt. lots.

COD-LIVER.—B.P., in 45-gall. drums it 12s. per gall, plus 30s. deposit on drums. Veterinary is from 9s. 10d. per gall. 25-ton lots. Delivered terms.

FENNEL.—Spanish sweet, 16s. per lb., duty paid.

GERANIUM.—Bourbon, 85s. to 87s. 6d. lb. spot.

LEMONGRASS.—Spot, 25s. 3d. per kilo; shipment, 23s. 9d., c.i.f.

PATCHOULI.—Spot, 25s. to 27s. 6d. per lb., duty paid; shipment, 20s. to 22s., c.i.f.

PALMAROSA.—Shipment, 160s. per kilo, c.i.f.; spot, 170s. per kilo.

PEPPERMINT.—(Per lb.). *Arvensis*: Chinese October-November shipment, 9s., c.i.f., spot, 12s. 6d. Brazilian for shipment, 7s.; c.i.f.; spot, 7s. 6d.

SPEARMINT.—American oil on the spot, 74s. to 80s. per lb. Chinese, spot, 65s. 6d. per kilo; shipment, 55s., c.i.f.

SANDALWOOD.—Mysore, spot, 118s. lb. nominal. East Indian, 265s. per kilo, c.i.f.

VETIVER.—Bourbon, spot, 85s. per lb.

YLANG YLANG.—Best oil quoted about 135s.

### UNITED STATES REPORT

NEW YORK, SEPTEMBER 26: The price of COUMARIN was raised 10 cents to \$2.50 per lb. PEPPERMINT OIL moved still lower to make the natural \$5.50 lb. (down 65 cents) and the re-distilled \$5.75 (75 cents).



## TRADE MARKS

APPLICATIONS ADVERTISED  
BEFORE REGISTRATION

"Trade Marks Journal," September 13,  
No. 4646

For pharmaceutical, veterinary and sanitary preparations and substances; medical and surgical plasters; material prepared for bandaging; disinfectants; preparations for killing weeds and destroying vermin (5)

PLUROBOL, 906,256, by C. H. Boehringer Sohn, Ingelheim on Rhine, Germany.

For infants' and invalids' foods and dietetic foods (5)

BILORA, 905,835, by Dr. A. Wander, S.A., Berne, Switzerland.

For pharmaceutical substances (5)

Device, 906,728, by A. Nattermann & Cie, G.m.b.H., Köln-Braunsfeld, Germany.

For pharmaceutical preparations (5)

BAYTUNA, 906,987, by Farben-Fabriken Bayer, A.G., Leverkusen, Germany.

For photographic and cinematographic apparatus and instruments, etc (9)

SOLARNAUT, 905,759, by Roberta Leigh, London, N.W.3.

"Trade Marks Journal," September 20,  
No. 4647

For chemical substances used in industry (1) and for pharmaceutical preparations and substances; insecticides; parasiticides, fungicides; disinfectants, fumigating preparations, not for food and not perfumed; preparations for killing weeds and destroying vermin; and veterinary preparations and substances (5)

Device with word DOW, B878,397-98, by Dow Chemical Co., Midland, Michigan, U.S.A.

For hair creams, brilliantines, toilet soaps, shampoos, toilet water, perfumes, hair lacquers and non-medicated hand creams (3)

Device with words MARGO'S 007, by Sidney Margolis, Ltd., London, S.E.17.

For soaps, perfumes, cosmetics and toilet preparations (non-medicated) (3)

Device with word TSCHAMBA-FIL, 888,176, by Eduard J. Pawlata, Vienna, 1, Austria.

For perfumes, non-medicated toilet preparations, cosmetics and preparations for the hair (3)

Device with letters HH and word HANORAH, 895,913, by Hanorah Italiana, S.p.A., Milan, Italy.

For perfumes (3)

EMILIO PUCCI, 895,942, by Emilio Pucci, Soc. R.L., Florence, Italy.

For lacquers for the hair, for use by spraying (3)

TINOMIST, 896,040, by Cartina Chemicals, Ltd., London, S.E.18.

For face powder, rouge, liquid foundation preparations, eyeshadow and lacquer, all being cosmetics; and lipsticks (3)

RIMMEL TRANSLUCENT BLUSH, 907,474, by Rimmel, Ltd., London, W.1.

For perfumes, non-medicated toilet preparations, cosmetic preparations; and soaps (3)

SYJ38, B900,261, by Fortkan, S.A., Madrid, Spain.

For preparations and substances for laundry purposes; cleaning preparations; soaps, detergents (not for use in industrial processes); all in liquid form (3)

LIQUID LIGHTNING, 900,701, by Lever Industrial, Ltd., Port Sunlight, Ches.

For soaps, detergents (not for use in industrial or manufacturing purposes), perfumes, cosmetics, essential oils, toilet preparations (not medicated), hair lotions and dentifrices (3)

OPENING SEQUENCE, B901,468, by J. & E. Atkinson, Ltd., London, W.1.

For perfumes, non-medicated perfumed toilet preparations; cosmetics and hair lotions (3)

ROMEO, 904,915, by Strawson Chemical Co., Ltd., London, S.W.1.

For clear lacquers for the hair (3)

TINOCLEAR, 896,041, by Cortina Chemicals, Ltd., London, S.E.18.

For soaps, perfumes, non-medicated toilet preparations, cosmetics and hair lotions (3)

FEEL FREE, B898,465, by Fisons Pharmaceuticals, Ltd., Loughborough, Leics.

## PATENTS

## COMPLETE SPECIFICATIONS ACCEPTED

## From the "Official Journal (Patents)"

September 20, 1967

Germicidal fabric softening compositions. Colgate-Palmolive Co. 1,089,010.

Production of derivatives of nitrofurans. Norwich Pharmacal Co. 1,089,012-13.

Method and compositions for lactation in mammals. Yissum Research Development Co. 1,089,031.

Aerosol compositions containing phenylephrine derivatives. Merck & Co., Inc. 1,089,043.

3-oximino steroids and their preparation. Ortho Pharmaceutical Corporation. 1,089,067.

Production of derivatives from micro-organisms. British Petroleum Co., Ltd. 1,089,093.

Herbicide composition. Gulf Research and Development Co. 1,089,170.

Production of derivatives of nitrofurans. Norwich Pharmacal Co. 1,089,263.

Therapeutic material consisting of mitochondria and compositions containing them. Egema, 1,089,039.

Thiopseudourea derivatives. Baxter Laboratories, Inc. 1,089,284.

Vitamin B derivative. Taisho Pharmaceutical Co., Ltd. 1,089,475.

Therapeutic compositions. Fisons Pharmaceuticals, Ltd. 1,089,513.

Veterinary compositions for treating mastitis. Astra-Hewlett, Ltd. 1,089,523.

Nitrofurans pyrazolo-pyrimidine compounds. Norwich Pharmacal Co. 1,089,615.

Furan pyrazolo-pyrimidine compounds. Norwich Pharmacal Co. 1,089,616.

Dispensing apparatus and package. Ethicon, Inc. 1,089,640.

British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patents Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from November 1, 1967.

## COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of week of insertion.

## Monday, October 2

BOURNEMOUTH AND SOUTHAMPTON BRANCHES, PHARMACEUTICAL SOCIETY, Postgraduate medical centre, Southampton General Hospital, Tremona Road, Southampton, at 7.30 p.m. M. Jean Vigan (president, *Union Nationale de Grandes Pharmacies de France*) on "The Application of Management Techniques in Pharmacy." (Franco-British Pharmaceutical Commission lecture.)

CO-OPERATIVE SUPERINTENDENT CHEMISTS, Folkestone, Kent. Annual conference. Until October 5.

NORTH LONDON PHARMACEUTICAL ASSOCIATION, School of Pharmacy, Brunswick Square, London, W.C.1, at 7.30 p.m. Mr. A. G. M. Madge (a member of Council) on "The Effects of the Common Market on Pharmacy and the Pharmacist."

## Tuesday, October 3

BUSINESS EFFICIENCY EXHIBITION, Olympia, London, W.14. Until October 11.

EDINBURGH AND SOUTH-EASTERN SCOTTISH BRANCH, PHARMACEUTICAL SOCIETY, 36 York Place, Edinburgh, at 7.45 p.m. M. Jean Vigan (president, *Union Nationale de Grandes Pharmacies de France*) on "The Application of Management Techniques in Pharmacy." (Franco-British Pharmaceutical Commission lecture.)

LEICESTER AND LEICESTERSHIRE BRANCH, PHARMACEUTICAL SOCIETY, Friends meeting house, Queen's Road, Leicester, at 7.45 p.m. Social evening.

SOUTH-EAST METROPOLITAN BRANCH, PHARMACEUTICAL SOCIETY. Visit to Boots, Ltd., Hare Street, London, S.E.18, at 8 p.m. and address by Mr. J. P. Lewis (local area manager, Boots, Ltd.) on "Modern Retailing."

SWANSEA AND WEST GLAMORGAN BRANCH, PHARMACEUTICAL SOCIETY, Dolphin hotel, Swansea, at 7.45 p.m. Dr. J. M. Cameron (a Home Office pathologist) on "Poisoning—Accident, Suicide or Murder?"

WORCESTER CITY AND COUNTY BRANCH, PHARMACEUTICAL SOCIETY, Star hotel, Worcester, at 8 p.m. Mrs. A. Lothian-Short (Society's librarian and keeper of the historical collection) on "Collecting Pharmaceutical Antiques."

## Wednesday, October 4

BRISTOL BRANCH, PHARMACEUTICAL SOCIETY, Ashton Court country club, Failand, Bristol, at 7.30 p.m. Buffet dance.

DURHAM, NORTHUMBRIAN, SUNDERLAND AND TEES-SIDE BRANCHES, PHARMACEUTICAL SOCIETY, Three Tuns hotel, Durham, at 8 p.m. M. Jean Vigan (president, *Union Nationale de Grandes Pharmacies de France*) on "The Application of Management Techniques in Pharmacy." (Franco-British Pharmaceutical Commission lecture.)

HUDDERSFIELD CHEMISTS' ASSOCIATION, Whiteley's cafe, Westgate, Huddersfield, at 7.30 p.m. Informal dinner and dance (tickets 27s. 6d. each).

ROYAL INSTITUTE OF PUBLIC HEALTH AND HYGIENE, Grand hotel, Brighton, Sussex, Annual conference.

SHEFFIELD BRANCH, PHARMACEUTICAL SOCIETY, Royal Victoria hotel, Sheffield, at 8 p.m. Detective Chief Superintendent Bowler and Detective Sergeant Dale (Sheffield and Rotherham Constabulary) and Mr. B. Jackson (Burglarmaster Alarm Co., Ltd.) on "Security of Pharmacies."

SOUTH LONDON AND SURREY PHARMACISTS' GOLFING SOCIETY, Addington golf club, Shirley Church Road, Croydon, at 1 p.m. Stableford competition for the Cupal prize and other prizes. (Members only.)

THAMES VALLEY PHARMACISTS' ASSOCIATION, Griffin hotel, Market Place, Kingston-upon-Thames, at 7 p.m. Supper-dance.

WEMBLEY BRANCH, PHARMACEUTICAL SOCIETY AND WEST MIDDLESEX CHEMISTS' ASSOCIATION, Oldfield hotel, Greenford Road, Greenford, at 6.30 p.m. Annual dinner.

## Thursday October 5

HUDDERSFIELD CHEMISTS' ASSOCIATION, St. Thomas' club, Manchester Road, Congroyd Bridge, Huddersfield, at 7.45 p.m. "On the Rack" presented by Mr. and Mrs. R. Gledhill. (Open meeting.) (Venue changed.)

LANCASTER, MORECAMBE AND WESTMORLAND BRANCH, PHARMACEUTICAL SOCIETY, Unitarian church hall, Scotforth Village, Lancaster, at 7.45 p.m. Cheese and wine party with speaker from Jarvis, Halliday & Co., Ltd., on "Table Wines."

SOCIETY OF COSMETIC CHEMISTS, Royal Society of Arts, John Adam Street, London, W.C.2, at 7.30 p.m. Dr. A. Naylor (Guy's Hospital) on "Mouth Odour."

## Saturday, October 7

NATIONAL CHAMBER OF TRADE, Paignton, Devon. Annual conference. Until October 10.

## Courses and Conferences

INTERNATIONAL SYMPOSIUM ON AUTOMATION IN ANALYTICAL CHEMISTRY, Exhibition centre, Brighton, Sussex, November 13-15. Sponsors: Technicon Instruments Co., Ltd., Chertsey, Surrey.

PHARMACEUTICAL SOCIETY OF GREAT BRITAIN, School of Pharmacy University of London, April 1-5, 1968, Post-graduate school on the rheology of disperse systems. Detailed programmes for the school can now be obtained on application to the director, Department of Pharmaceutical Sciences, 17 Bloomsbury Square, London, W.C.1.

SOUTHERN OPTICAL CONGRESS, Royal Pavilion, Brighton, Sussex, May 21-23, 1968.



# Prescribers' Press

What doctors are reading about developments in drugs and treatments

A RECENT finding that disodium cromoglycate is "a major advance in the management of allergic airway disease" (see *C. & D.*, September 16, p. 272) is questioned by workers at the respiratory diseases unit, Northern General Hospital, London. The Edinburgh workers have found the drug to be of little value and not one of thirty-six patients on whom it has been used has derived lasting benefit of a clinically useful degree. Finding it difficult to reconcile the different results, they suggest that an explanation may be that they relied more upon lung function tests and less upon patients' subjective assessments. They also suggest there was a "potential fallacy" in the original double-blind trial in that the active drug was recognisably more bitter than the placebo (*Lancet*, September 23, p. 673).

## WILLS

MR. R. N. AITKEN, M.P.S., 155 Carr Lane, Acomb, York, left £20,640 (£20,457 net).

MR. H. ANCHOR, M.P.S., Willscott, Old Ludlow Road, Little Stretton, Church Stretton, Salop, left £17,145 (£16,957 net).

MR. C. E. BELL, M.P.S., 3 Ranelagh Road, Felixstowe, Suffolk, left £22,901 (£22,809 net).

MR. A. BOWER, 35 Blakelow Road, Macclesfield, Ches, who qualified as a chemist and druggist in 1901 left £52,105 (£52,045 net).

MR. R. W. CHARNOCK, M.P.S., 37 Liverpool Road North, Burscough Bridge, Ormskirk, Lancs, left £26,746 (£25,624 net).

MR. T. E. DUNSTAN, M.P.S., Avallenek, St. Agnes, Cornwall, left £12,709 (£11,807 net).

MR. J. E. J. EVANS, M.P.S., 83a Stour Road, Christchurch, Hants, left £6,761 (£4,449 net).

MR. N. GLOVER, Ox Close, East Keswick, Leeds, founder, chairman and joint managing director of Glovers (Chemicals), Ltd., Whitehall Road, Leeds, 12, left £103,030 (£95,406 net).

MR. N. U. GRUDGINGS, M.P.S., 1 Bank Street, Melksham, Wilts, left £62,191 (£62,117 net).

MR. J. R. IRELAND, M.P.S., 16 Skelton Crescent, Crosland Moor, Huddersfield, Yorks, left £6,185 (£4,814 net).

MR. G. F. TAYLOR, M.P.S., 51 Birch Road, Berry Brow, Huddersfield, Yorks, left £6,009 (£5,921 net).

MR. H. WHISTLER, M.P.S., 141 Main Street, Balderton, Newark, Notts, left £29,470 (£29,173 net).

## CONTEMPORARY THEMES

Subjects of contributions in current medical and technical publications

ORAL CONTRACEPTIVES and hypertension. *Lancet*, September 23, p. 653.

THE new photosensitiser [cylamate]. *J. Amer. med. Ass.*, September 4, p. 747.

DIPYRIDAMOLE in angina pectoris. *J. Amer. med. Ass.*, September 11, p. 865.

PESTICIDE CHEMICALS. Dietary intake of. *Science*, September 1, p. 1006.

INSULIN CREAM. Formulation of. *J. hosp. Pharm.*, September, p. 319.

SEVERE HAEMORRHOGE. Treatment of. *Prescribers' J.*, August, p. 68.

CARBAMAZEPINE (Tegretol). *Prescribers' J.*, August, p. 75.

THE HERBICIDE MALEIC HYDRAZIDE. Carcinogenicity of. *Nature*, September 23, p. 1388.

HALF-LIVES of peptides and amines in the circulation. *Nature*, September 16, p. 1237.

## NEW COMPANIES

P.C.=Private Company. R.O.=Registered Office.

BRANDON ESTATE, PHARMACY, LTD. (P.C.).—Capital £1,000. Solicitor: H. J. Goldthorpe, 55 Lincoln's Inn Fields, London, W.C.2.

CARDINELLI BEAUTY PRODUCTS, LTD. (P.C.).—Capital £100, to deal in cosmetics, etc. Subscribers: Arnold D. Dinnen and Myra B. Dinnen. R.O.: The office of Arnold D. Dinnen, 291 Green Lanes, London, N.13.

CHARLES GREW, LTD. (P.C.).—Capital £2,000. To carry on the business of wholesale and retail dealers in drugs and toilet requisites, etc. Directors: Roger Dunning, Charles Grew, and Robert Cook. R.O.: 4A Cranmer Road, London, S.W.9.

FARMALON, LTD. (P.C.).—Capital £100. To carry on the business of manufacturing, research and dispensing chemists, etc. Subscribers: L. R. Battell and W. J. Wildman. R.O.: 12 Pancras Lane, Queen Street, London, E.C.4.

## PRINT AND PUBLICITY

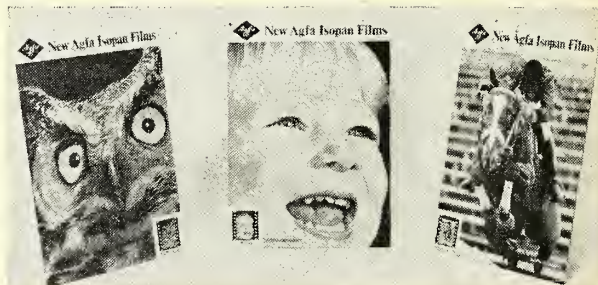
WORLD-wide distribution among dermatologists has been given to a newspaper published by Glaxo Laboratories, Ltd., Greenford, Middlesex, covering the "Corticosteroids in Dermatology" sessions at the thirteenth International Congress of Dermatology held in Munich recently. The newspaper covers the thirty-seven papers presented and also reports the discussions. An advertisement details (in four languages) work carried out by Glaxo into the development of betamethasone 17-valerate and a colour insert shows a case of infantile eczema before and after treatment for fourteen days with Betnovate ointment.

### PRESS ADVERTISING

LIQUFRUTA, LTD., 43 Clapham Road, London, S.W.9: Liquefruta. In *Daily Express* and leading Sunday and daily newspapers.

RAYETTE FABERGE, LTD., Edinburgh Avenue, Slough, Bucks: Fabergé and Brut. In colour magazines, October until Christmas.

"BLOWN UP" FOR DISPLAY: To promote sales of their Isopan film range, Agfa-Gevaert, Ltd., Great West Road, Brentford, Middlesex, offer the black-and-white counter display cards illustrated. Each is 8½ x 12½ in. and is struttled so that it can stand or hang. The film's qualities of reproduction are illustrated by "blowing up" a section of a 35-mm. negative (actual size is shown in the corner of the card).



COUNTER UNIT: New Hermesetas counter display unit produced by Britanol, Ltd., Kersal Vale, Manchester, 7, clearly shows packs and bottles of both tablets and liquid, each priced. The white wood frame contrasts with the blue and white of the packs. Hinges on side towards customer minimise pilferage. Limited supplies of the unit are available.

## COMMERCIAL TELEVISION

The information given in the table is of number of appearances and total screen time in seconds. Thus 7/105 means that the advertiser's announcement will, during the week covered, be screened seven times and for a total of 105 seconds.

Period—October 8-14

PRODUCT	London	Midland	North	Scotland	Wales & West	South	North-east	Anglia	Ulster	Westward	Border	Grampian	Eireann	Channel Is.
Anadin...	3/90	2/60	2/60	2/70	2/60	2/60	3/90	3/90	2/60	2/60	1/30	2/60	—	2/60
Askit powders and tablets	—	—	—	7/49	—	—	—	—	—	—	3/21	2/14	—	—
Bisodol...	5/35	—	4/28	—	—	—	—	—	—	—	—	—	—	—
Horlicks...	3/90	2/60	3/90	4/140	4/130	3/90	3/100	5/150	3/90	2/60	3/90	3/110	3/37	5/150
Imperial Leather soap	3/60	3/60	3/60	2/45	4/75	3/60	—	4/75	3/60	4/75	3/60	3/60	—	—
Sweetex...	1/15	—	—	—	—	—	—	—	—	—	—	—	—	—
Topsy baby cream	—	—	3/45	5/75	—	—	—	—	—	—	—	—	—	—
Wright's coal tar soap	1/15	1/15	1/15	1/15	1/15	1/15	1/15	1/15	—	1/15	1/15	1/15	—	—



**IMPORTANT NOTICE**

# Dr. J. Collis Browne's

## CHLORODYNE

**Changes in Poisons Rules 1967**

In order to keep this old established remedy free from further restriction under the proposed new Poisons Rules, the manufacturers have had to make certain changes in the formula.

A revised CHLORODYNE, with cartons clearly marked in black lettering:-

**'REVISED FORMULA EXEMPT P. R. 1967'**

is now being sent out to wholesalers and we shall be glad if retailers will dispose of their stocks of the old Chlorodyne before selling the new.

This former might well become a Schedule I poison requiring customer's signature after 30th September.

Sole Proprietors

J. T. DAVENPORT LTD. Union St. London, S.E.1.

# ILON

## ABSCISS

## SALVE

for:

**BOILS**

A daily dressing will remove pain and quickly clear up condition.

**CARBUNCLES**

Respond quickly to regular dressing with Ilon Abscess Salve.

**SUPPURATING WOUNDS**

Ilon Abscess Salve is essentially an ointment for the elimination of suppuration *Contains no Antibiotics.*

Manufactured by

**ILON LABORATORIES (HAMILTON) LTD**

LORNE STREET · HAMILTON · LANARKSHIRE | TEL: HAMILTON 24310

Supplies from your usual wholesale house

## EV 34

## BINNED DISPLAY UNIT

Oak veneered

£62. 8. 0

Carriage paid England and Wales



Alverchurch Pharmacy

## SELF SERVICE WITH



## UNIT SHOPFITTING

WRITE, CALL OR PHONE (DEPT CD)

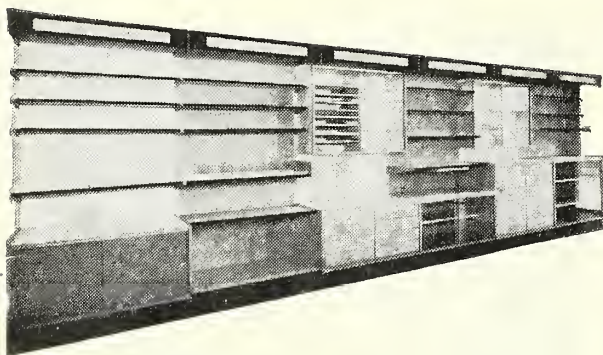
**EUSTAGE & PARTNERS LTD**

Alliance Works · Western Avenue

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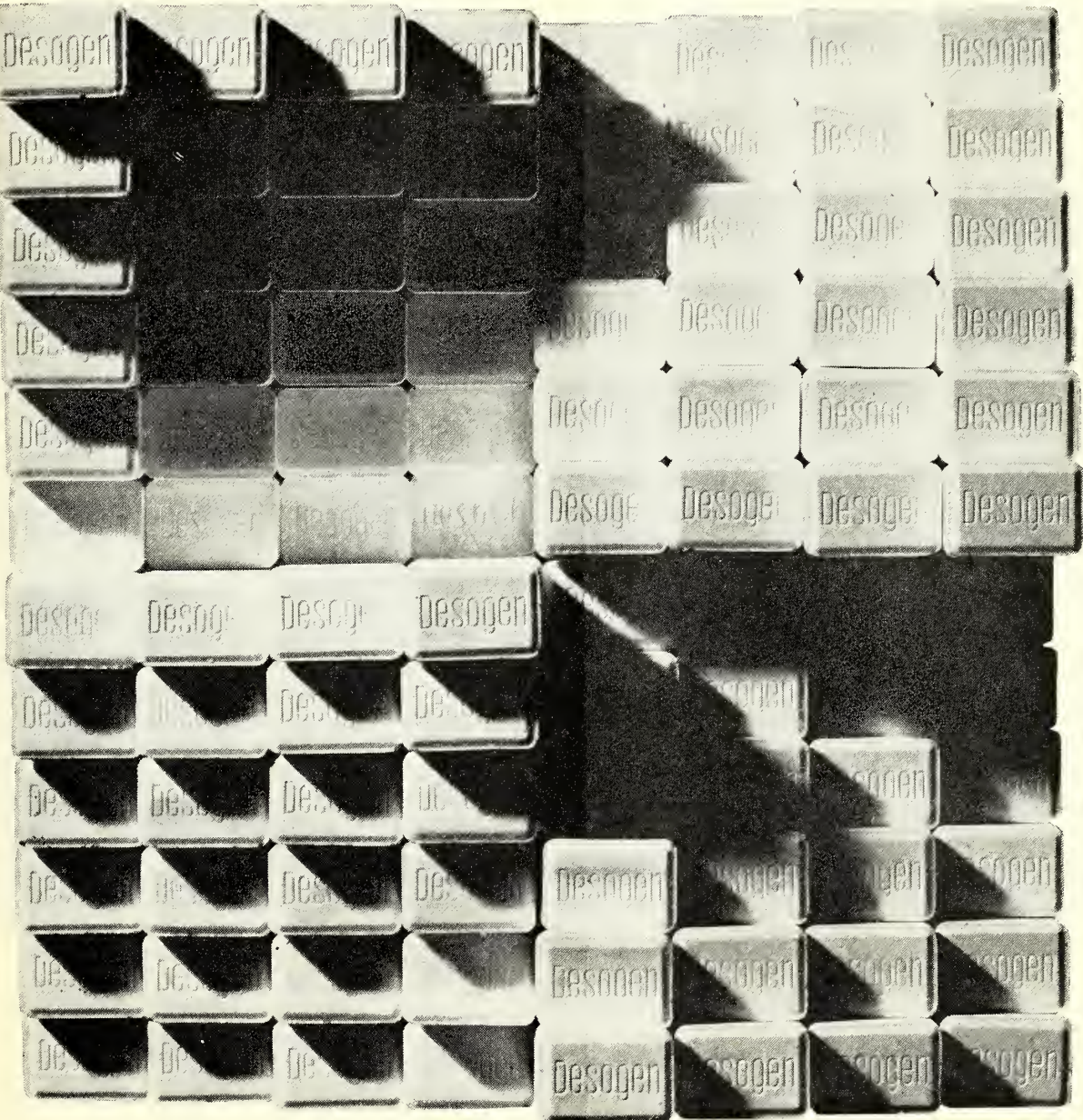
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# The Chemist's Dictionary of Medical Terms

Eighth edition 1967

of cell-life and is excreted in the bile. It is very plentiful in nerve-fibres.  
**Cholesterinuria; Cholesteroluria.**—Presence of cholesterin in the urine.  
**Cholesterol.**—Cholesterins.  
**Cholesterosis.**—Cholesterol in excess in the gall-bladder.  
**Choletherapy.**—Treatment by ox bile.  
**Cholinergic.**—Activated or transmitted by choline.  
**Cholochrome.**—Bile pigment.  
**Choloplasia.**—The presence of bile salts in the blood or tissues.  
**Cholorrhœa.**—Excessive secretion of bile; bilious diarrhœa.  
**Choluria.**—Biliuria.  
**Chondralgia.**—Pain in the cartilage.  
**Chondralloplasia; Chondrodysplasia.**—Cartilage found in abnormal places in the skeleton.  
**Chondrectomy.**—Excision of cartilage.  
**Chondrification.**—Conversion into cartilage.  
**Chondritis.**—Inflammation of cartilage.  
**Chondrocostal.**—Pertaining to costal cartilages.  
**Chondrocranium.**—A cartilaginous skull.  
**Chondrocyte.**—A cartilage cell.  
**Chondrodynia.**—Pain in or around a cartilage.  
**Chondrodistrophy.**—Disturbance in the normal process of ossification

**Chondroporosis.**—A porous condition of cartilage.  
**Chondrosis.**—Formation of cartilage.  
**Chorda.**—A cord or tendon.  
**Chorditis.**—Inflammation of a cord (spermatic, vocal, etc.).  
**Chordopexy.**—Fixing a displaced anatomical cord.  
**Chordotomy.**—See CORDOTOMY.  
**Chorea.**—St. Vitus's dance; irregular and involuntary movement of the muscles, chiefly in the young.  
**Choreal; Chorioid.**—Pertaining to the chorion. See also CHOROID.  
**Choreiform; Choreo-athetoid.**—Resembling chorea.  
**Chorioiditis.**—Inflammation of the vascular coat (choroid) of the eye.  
**Chorioidocyclitis.**—Inflammation of the choroid and ciliary body of the eye.  
**Chorioma.**—A tumour of the eye.  
**Choriomeningitis.**—A cerebral meningitis with cellular infiltration of the meninges.  
**Chorion.**—(1) The foetal membrane or after-birth. (2) The corium (q.v.).  
**Chorionitis.**—Inflammation of the skin (corium).  
**Choroid.**—The middle coat of the eyeball; chorioid.  
**Choroideræmia.**—Absence of the choroid coat of the eye.  
**Choroiditis.**—Inflammation of the choroid.  
**Chromæsthesia.**—The association of

taste, smell, etc., with colour.  
**Chromaffin cells.**—Cells staining deeply with chromium salts.  
**Chromaffinopathy.**—A condition affecting the chromaffin cells or tissue.  
**Chromatic.**—Relating to colour.  
**Chromatin.**—The stainable portion of the cell nucleus.  
**Chromatodermatosis.**—A skin disease with pigmentation.  
**Chromatodysopia.**—Colour-blindness.  
**Chromatogenous.**—Causing pigmentation.  
**Chromatolysis.**—Destruction of the chromatin.  
**Chromatometer.**—A scale for the determination of colour.  
 in cartilage, resulting in bony deformity; achondroplasia.  
**Chondrogenesis.**—Formation of cartilage.  
**Chondroid.**—Like cartilage (gristle).  
**Chondroitin Acid.**—An acid found in cartilage.  
**Chondrology.**—Science relating to cartilage.  
**Chondroma.**—Cartilaginous tumour of the bones.  
**Chondromalacia.**—Softening of a cartilage.  
**Chondropathy.**—Disease of a cartilage.  
**Chondrophyte.**—A cartilaginous growth.  
**Chondroplasty.**—Plastic surgery of

Though substantially the same as the previous (seventh) edition, the eighth, now published, has had a number of new terms added and some definitions revised in the light of medical developments. More than ever the Dictionary, prepared primarily for pharmacists, is invaluable, indispensable even, to them and to all others who are engaged in the manufacture, sale or use of medicinal products.

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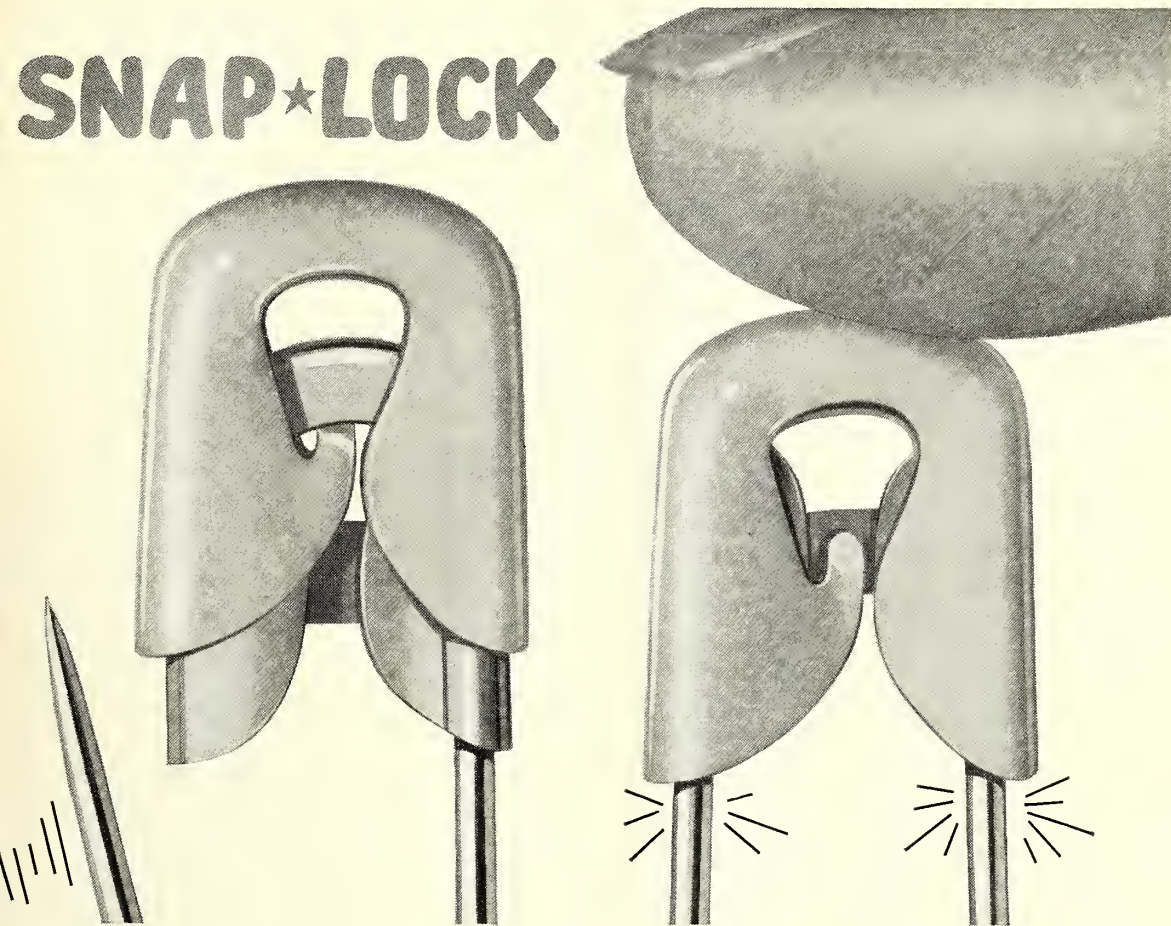
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#### Senior Pharmacist

required in Group Pharmacy of Category V Hospital. Salary £1,151 to £1,435 per annum and London Weighting £75 per annum. Pleasant modern comprehensive Pharmacy. Apply to Group Pharmacist, C 8127

### HAMMERSMITH HOSPITAL AND THE ROYAL POSTGRADUATE MEDICAL SCHOOL

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required at the above General Postgraduate Teaching Hospital (Category V) to supervise sterile products laboratory, or, periodically, other sections of the Department (full-time laboratory if preferred). Post offers excellent experience; very wide range specialised and other work undertaken. Laboratory newly built and well equipped. Excellent working conditions.

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Applications stating age, experience and naming two referees to Chief Pharmacist, C 822

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Applications stating age, experience (if any), and naming two referees, to Chief Pharmacist. C 823

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#### Basic Grade Pharmacist

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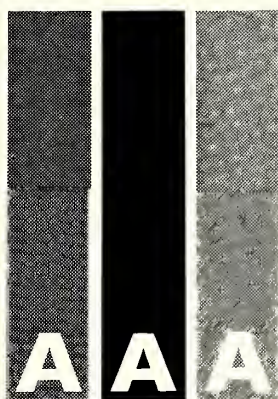
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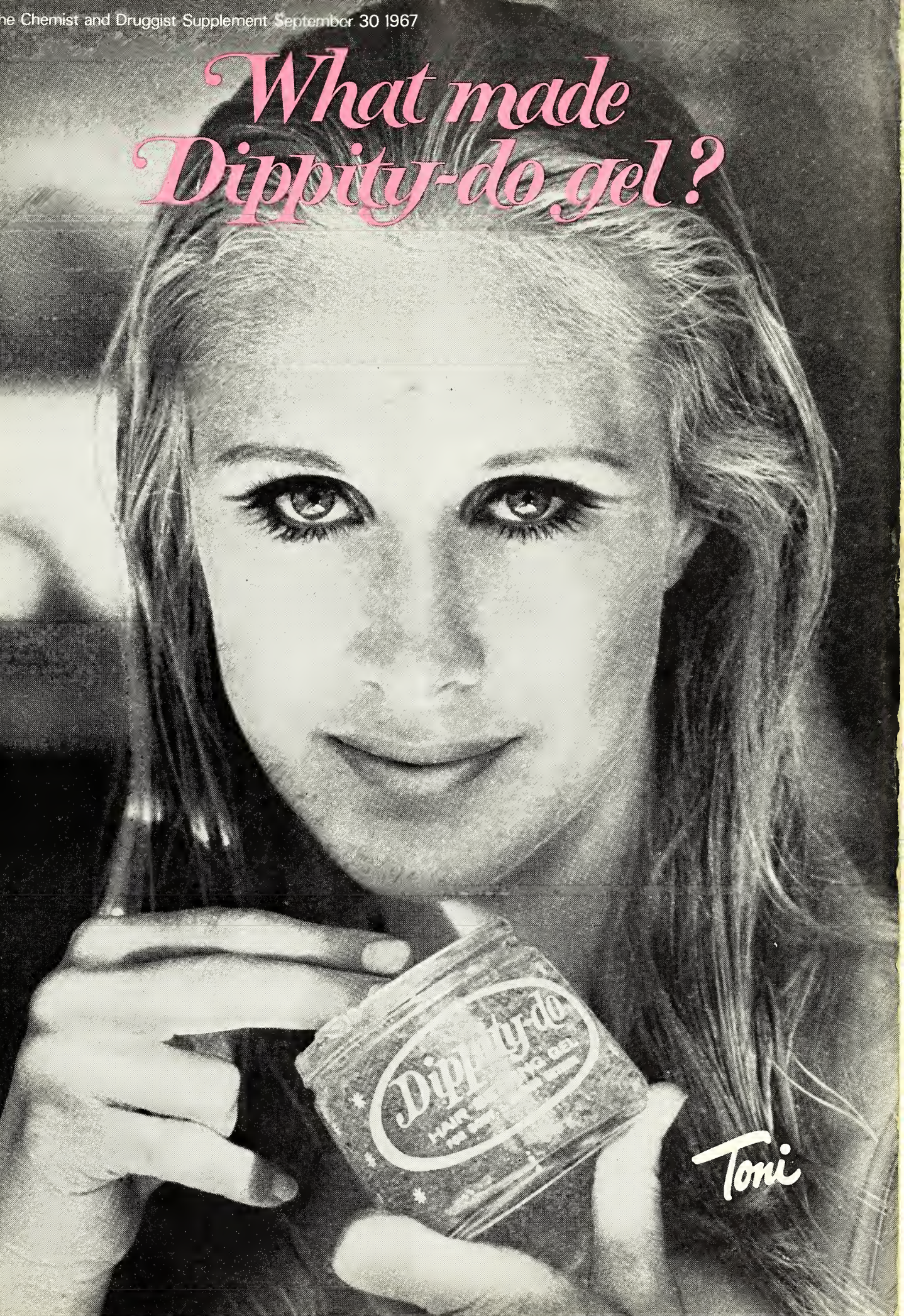
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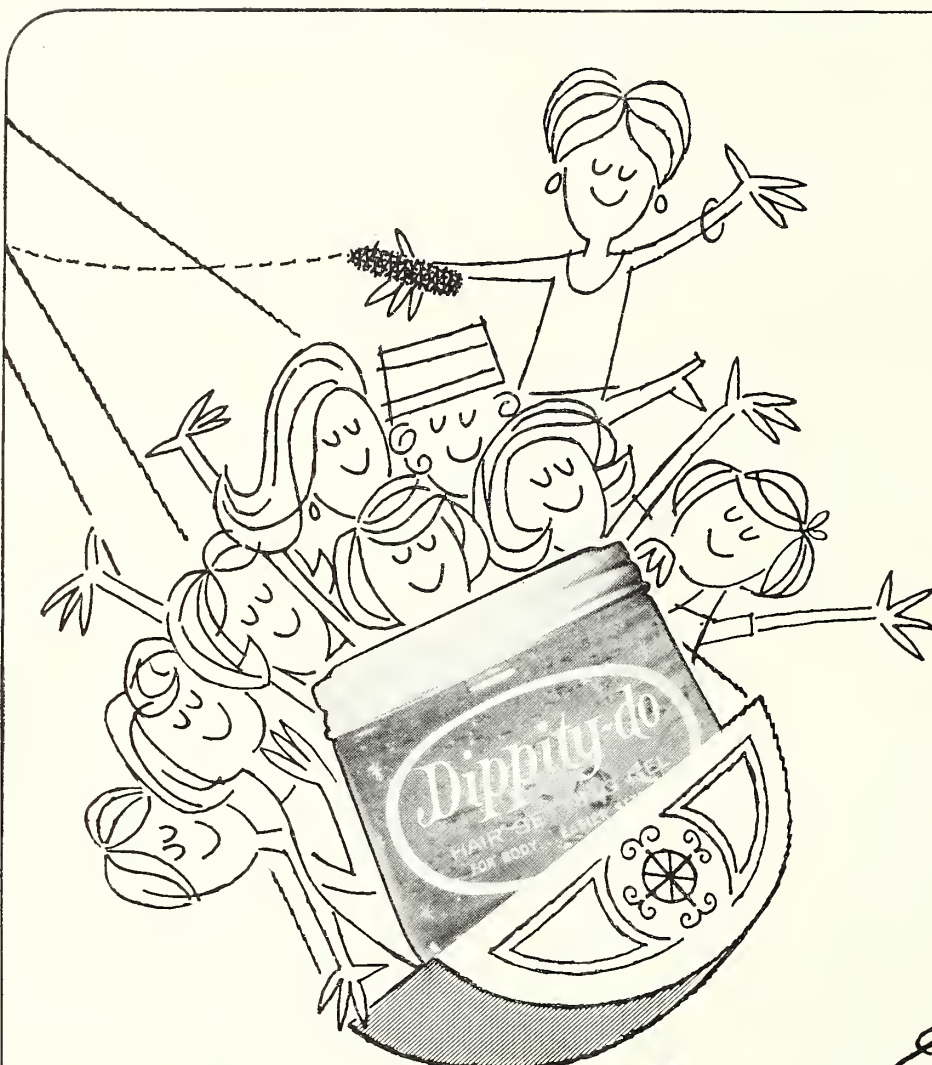


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By Frank Coniam  
PRODUCT GROUP  
MANAGER



WHEN Dippity-Do was launched there was an existing market for hair setting preparations worth an estimated £1,000,000. Therefore it was only natural that the Toni company as acknowledged leaders in hair care and beauty preparations should demand two pre-requisites before entering this market: profit potential and an acceptable product. Investigation satisfied both demands.

Seven out of ten of all women set their own hair. That was  $3\frac{1}{2}$  times the number using home perms. Among younger women the ratio was even greater: nine out of ten among the under-25s. Eight out of ten among the under 35s. Thus a market potential of 15 million women already existed. These women set their own hair at least once a week after shampooing, twice a week among the under-35s. But between-shampoo sets make setting at least 50 per cent. more frequent than shampooing.

And until Dippity-Do came on the scene six out of ten women used water as a setting agent and three out of ten used setting lotions.

So to attract this potential market a product was required that would woo home-hair-setters from their water taps and their current lotions. Was Dippity-Do the answer?

We knew that the product was enjoying phenomenal success in the States. We felt we knew why. We also know that experience in one market does not necessarily apply in another. So we set out to check out.

On August 11, 1965 we called the United States from a small pub in Devon to ask for what we thought were sufficient supplies for the test market, which we had decided would be conducted in the Eastern half of the Southern television area.

On August 16, 1965, we began the research programme that put the U.K. hairsetting market and Dippity-Do through the wringer. Product, pricing, usage, competition, advertising, everything that could influence the success of our operation was closely scrutinised. Some of the figures didn't look too encouraging *but they paralleled the American experience almost exactly.*

We set the price at 5s. 11d., it seemed logical and economic for the consumer. After all, the jar contained enough gel for at least eighteen sets. We had the product and, of course, the market was there. Now for the crunch, could we crack it? With rising enthusiasm we awaited the arrival of stock from the U.S.A.

It arrived in the nick of time, and on October 18 a "commando" sales team began selling Dippity-Do into outlets covered by Southern TV. On November 5, the first commercial was broadcast from Dover.

The results were amazing: within two weeks one in four of all women in the test area, and two out of five teenagers were spontaneously and completely aware of Dippity-Do, after the seven week launch campaign awareness had reached one in three of all women, one in two younger women. Our sales volume increased during the campaign by 350 per cent and in follow-up research 88 per cent. of users declared their intention to buy Dippity-Do again.

There was only one conclusion to be drawn: we had the product to take the hair setting preparation market by storm!

The clouds began to gather on January 6, 1966. An enthusiastic sales force started a nation-wide sell-in; product display stands, sample jars, explanatory leaflets went into retail outlets everywhere—92 per cent. of potential retail outlets took the product with an average order of  $2\frac{1}{2}$  doz. As with the test market, initial sales were good but not exceptional. Until the first television commercial appeared.

And the storm broke. Overnight one major chain demanded 150,000 jars, another asked for 113,000. Wholesalers jammed our switchboard, and we almost drowned in the deluge. We could not get enough jars, we couldn't get them printed fast enough. (At one time we had 80 per cent. of the entire U.K. jar printing capacity working on Dippity-Do and someone else producing an emergency supply of paper labels.) We were forced to change temporarily our cap design because we couldn't press them fast enough.

The success story was epitomised by a well-known chemist located near London's Oxford Circus. Hand-drawn across the front window was the legend "Dippity-Do in Stock."

Now Dippity-Do is the undisputed leader in the field—the combined market share of all other gels amounts to no more than 3 per cent. The phenomenal success is a reflection of the unfailing support we enjoyed from chemists of every size throughout the country.

But most important of all is the fact that Dippity-Do has provided entirely NEW turnover and profit for the chemist. It created for itself a completely fresh market and left the existing market for traditional setting agents, virtually at its old level.

Dippity-Do has definitely proven its worth. The success enjoyed by the product in America is being repeated in this country. When I said, at a sales conference at the start of the test campaign, that Dippity-Do could be the biggest thing since Prom, I was wrong. Dippity-Do is the biggest thing since Toni itself. The recently manufactured 5 millionth jar is proof of that.



The Dippity-Do—attractive and practical.



# Well done Toni!

5 million Dippity-do jars  
have been capped with Unishell  
by Metal Box

The UNISHELL CAP  
— the ideal cap for high quality  
cosmetic products.



*There's more to Metal Box than metal boxes*

THE METAL BOX COMPANY LIMITED

P.O. 1AN, 37 BAKER STREET, LONDON, W.1. TEL: 01-486 5577

MB 36-24/1



# The Idea that Gelled

By Alan Pond

PRODUCT DEVELOPMENT  
MANAGER



A GEL has a number of advantages over the hair setting aids used—until Dippity-Do came on the scene—by most women. To understand these advantages it is necessary to know a little about Dippity-Do's competitors.

The most common is water, used by six out of ten women in the days before Dippity-Do. Water has two advantages that not even Dippity-Do can match: it's never out of stock and it's virtually free of charge. And it does have worthwhile chemical properties (so Dippity-Do has a high water content) that cause hair fibres to swell and soften so that they become more manageable and responsive to

styling. Water is a necessary ingredient in any setting preparation, but on its own water is messy and cannot hold a set for any appreciable length of time.

A small percentage of women use lotions, usually the traditional types based on vegetable gums. Some have a spirit content to speed drying, and generally they are effective in aiding manipulation because they glue the hair fibres together. But they tend to dull hair, flake off when combed and lose all holding properties when the final style is combed out.

Dippity-Do is unlike any other setting aid. By nature it is a clear, fragrant gel containing a special co-polymer fixative with a high water content. It was designed to aid a woman in setting her own hair by rendering the manipulation easier and by imparting body to the hair, and thus increasing the length of time the set will hold.

The water content in Dippity-Do softens the hair fibres while the gel lubricates. In this way hair treated with the product is both manageable and easy to comb, while the individual fibres adhere to one another within the tresses and the tresses hug the roller during the winding process. Meanwhile the organic film former incorporated into the product provides the extra body that allows the set to hold.

## *Two Methods of Using*

Dippity-Do may be used in two ways. Conventionally, on wet hair after a shampoo, when it is applied by either "all over" application, or by individual application to each tress prior to winding. It may also be used between shampoos on dry hair—and here the high water content is important—when it is applied to individual tresses.

Dippity-Do is manufactured in two colours: an attractive pink for normal hair, and a cool green with extra film former for difficult hair.

Sales have shown that women throughout the country have taken to Dippity-Do, abandoning water and sticky, dulling lotions for this efficient, long-lasting gel.



Regular laboratory testing takes place to ensure that the product lives up to its advertising claim "No drippity."





# What's in a Name?

H. D. Dammers  
MARKETING MANAGER,  
THE TONI COMPANY

A GREAT deal, as anyone with a new product to launch knows. A good name can mean the success or failure of a product, and choosing a name can be as complex as formulating the product itself.

The baptism of a new product has become for many companies a mass operation that involves enormous consumer research, a great deal of creative talent, and large sums of money. The end product is usually so simple, so 'catchy' that anyone not involved in its creation is hard put to believe the research that gave it birth.

In the pursuit of new names companies use specialist agencies, invite suggestions from their staff, run 'name the product' competitions and even utilise computers. Generally — but not simply — a new name must meet a definite set of criteria; these are that the name should be simple, short, easy to spell, easy to remember, easy to recognise, not offensive, easy on the ear and easy to pronounce, it should be directly related to the properties of the product, pronounceable in only one way and as ageless as possible. And if you intend to market the product overseas careful research is needed to ensure that you do not market something that means a dirty word abroad.

It is no easy task to find a name that will sell the product, and a great deal of research was carried out before the name Dippity-Do was chosen.

Suggested titles for the new product were tried and rejected until its present name was decided upon Dippity-Do met the critical standards mentioned above: short and catchy, it is easy to pronounce and hard to forget. Consumer testing showed no evidence of negative qualities, people found it easy to spell and easy to recognise.

Above all it describes the product perfectly, you dip into it and do!

More than that, in the particular product category of beauty aids, with their close relation to the fashion scene it is important for a name to fit into the fashion mood of the moment or if possible to be even slightly ahead of the trend. Dippity-Do did just that. Its zaniness captured exactly the mood of the moment. It hit the hair beauty scene at the same time as the new wave of designers came to the fore in the fashion scene. Perhaps we can be forgiven our pride if we say that in its own area Dippity-Do's success has matched the mini-skirt. For both these items it cannot be denied that the name played an important part in capturing the public imagination.

## IT TAKES A TEAM . . .

THANKS are due to the various companies without whose wholehearted support the Dippity-Do success story could not have happened.

No company can launch a new product without an efficient network of support to provide the basic ingredients, package the goods, supply containers, prepare display material, print labels and lend the myriad helping hands necessary to a successful operation. The Toni Company had this support, and it contributed largely to the success of Dippity-Do. Among the company's suppliers are:

### HILLS OF HULL, LTD.

Hills manufacture the Airline cleaning unit, a fully automatic air-jetting unit for dry-cleaning all types of bottles, jars and similar containers. By vacuum extraction the Airline removes all foreign particles from a container, thus ensuring that conditions of maximum cleanliness are maintained.

### UNITED GLASS, LTD.

Women like to see what they are buying, a desire which can be used to full advantage with a product such as Dippity-Do. This is why the Toni Company chose the International Bottle Company and United Glass to provide a clear container revealing the softly coloured contents. The

result has been a pack with tremendous sales appeal which enhances any display.

### TAYLOWE, LTD.

Taylowe, Ltd., specialise in the production of cartons and merchandising material for the toiletry and cosmetics industries. For Dippity-Do the company produces merchandisers in five gloss-finish colours. The construction designs for the units were originated by Taylowe's cardboard engineers who have a reputation for original and practical design. Rigid quality control in the factory ensures that all customers receive first-class finished items that match the high quality of the original design.

### HYGRADE CORRUGATED CASES, LTD.

Always of great value, but especially important at the launching of a new product, a first-class packaging service incorporating design, flexibility and prompt delivery is offered by Hygrade Corrugated Cases, Ltd. This service has been enjoyed by Dippity-Do since its inception, and Hygrade continues to ensure that the product reaches the consumer in first class condition both at home and overseas.

Invaluable service was also rendered by *The Metal Box Company, Ltd.*, *Gothic Press*, *Morris Rubenstein International, Ltd.*, *Avenco-Alite, Ltd.*, *P & M Kraft, Ltd.*, and *Dico Packaging Engineers, Ltd.*, and several other companies offering products and services which have helped to establish Dippity-Do as a highly successful product.





**Clearly appealing-Dippity-do in glass**

Glass jar supplied by International Bottle Co. Ltd and United Glass Ltd



***Like DIPPITY-DO***

# **B.R.S. PARCELS LTD**

**make life**  
***EASIER, FASTER***

## **NATION-WIDE SERVICE**

**Warehousing &  
Distribution  
C.O.D.**

**Air Freight  
Ocean Lines Baggage  
Shipping Traffic**

**Holiday Luggage  
School Luggage  
Continental Parcels**

**Contact your local Branch Manager or write to :**

**Area Manager,  
B.R.S. Parcels Limited,  
Southern Area,  
134 Old Christchurch Road,  
Bournemouth.**

## **Introducing the new Gillette Techmatic Razor**

(U.K. Patent Nos. 1017881 and 1017882)



**1** The razor head, angled 15° for new shaving comfort. Much lighter, too. Less pull, less chance of a nick. The Gillette Techmatic is the lightest touch in shaving.

**2** When you want a new shaving edge, all you do is flip the lever. You'll never handle a razor blade again.

**3** This dial shows you how many shaving edges there are to go. You start with six, and each one lasts a week or more.

**4** Inside this cartridge is the stainless steel razor band. Snap the cartridge into the razor and you're ready to shave.

From Gillette you expect the new ideas. They invented the safety razor. They invented the modern stainless blade. And now they've invented the Techmatic.

Instead of blades, the Techmatic operates with a continuous strip of stainless steel. The strip, just .0015" thick, includes six shaving edge exposures. When one edge gets dulled, you simply flip the lever. Months later, when you've used the entire strip, you snap in a new cartridge. And you're ready to start again. Like all great inventions, marvellously simple. The Techmatic, by Gillette. Try it. It will spoil you for all other forms of shaving.



THE QUEEN'S AWARD  
TO INDUSTRY 1966 & 1967

**The new Gillette Techmatic Razor . . . a whole new standard of shaving**



# Now we are a Family . . .

TAKE a walk through the locker section of a factory during a break, or the powder room at a dance, or any home, or an office at lunch-time. You'll see girls using hairsprays. Any time, anywhere.

So it was only natural that following the success of Dippity-Do Gel the Toni Company should think about adding a Dippity-Do Hairspray to the range. Which the company did in 1967. Basing the attack on the impetus gained from the enthusiastic acceptance of the gel, the company set about producing a hairspray of a fine quality with a clean, fresh perfume, a spray that would prove resistant to damp—holding even in the rain—without ever becoming sticky, and available in two strengths, regular and extra holding.

The market open to such a spray was potentially as exciting as that open to the gel: one in seven women are daily users of aerosol hairsprays, the unit volume exceeds 40,000,000 cans. It was waiting for Dippity-Do Hairspray.

Such sprays are divided into three types. First, the lacquers—giving hair a brittle film that definitely does not induce the romantic concept of fingers in the hair. Secondly, the water based sprays—with a coarse spray pattern, slow to dry and lacking in holding qualities. Thirdly, the alcoholic solutions or organic film formers—the group to which Dippity-Do belongs.

To the essential set holding ingredient are added perfume and conditioning agents—for a successful spray demands that a stable, acceptable perfume be found in a formula that guarantees firm holding properties balanced by an acceptable hair "feel". Dippity-Do achieved just that.

And a little more. In this country's humid climate it

becomes necessary for a hairspray to "hold" under damp conditions. This characteristic is built into Dippity-Do. In a controlled laboratory test 5 in. tresses were styled in pin-curls, sprayed and allowed to dry. They were then exposed to 87 per cent. relative humidity for six hours and measurements of relaxation taken at regular intervals. The results showed that after the six hour exposure one brand relaxed 56 per cent.; another 38 per cent.; one more 35 per cent.; and Dippity-Do a mere 14 per cent.

In the stringent laboratory tests Dippity-Do Hairspray proved a sure-fire winner.

The next step was a test market, which began in July 1966.

Aided by the reputation built up by Dippity-Do Gel the test market sales force found chemists reacted to the initial one dozen merchandiser with a plea of "That won't last long—how many more can you leave me?" The initial sell-in was a resounding success.

Subsequent research in the test area showed Dippity-Do hairspray up among the brand leaders within a month, and consumers overwhelmingly pleased with the product.

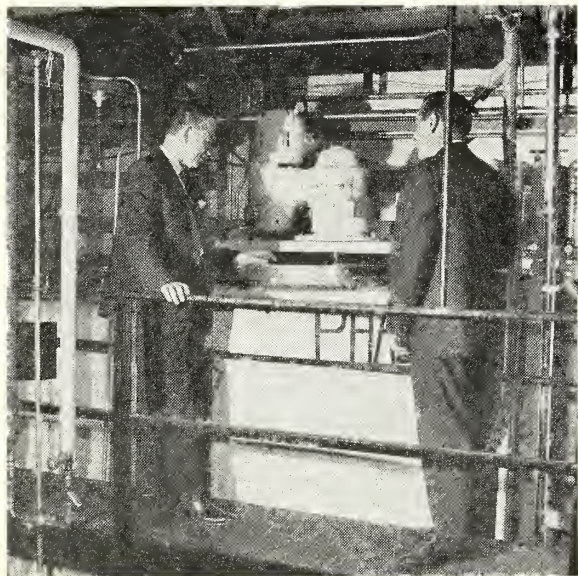
Eight out of ten liked the perfume, and nine out of ten thought the product good value for money. And one vitally important point—of those consumers purchasing Dippity-Do Hairspray, 50 per cent. were also users of the gel.

Once again, the product was proven. And so in January this year the national launch was instigated, and met with similar success. Dippity-Do has become a household name, synonymous with quality and value-for-money, and ready for the next addition to the family.

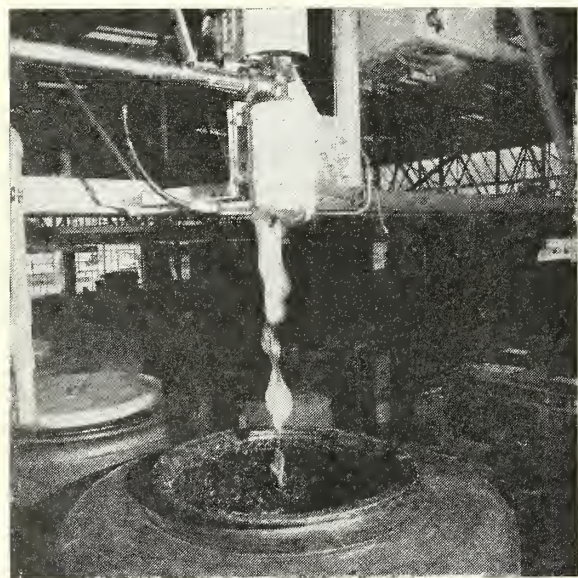




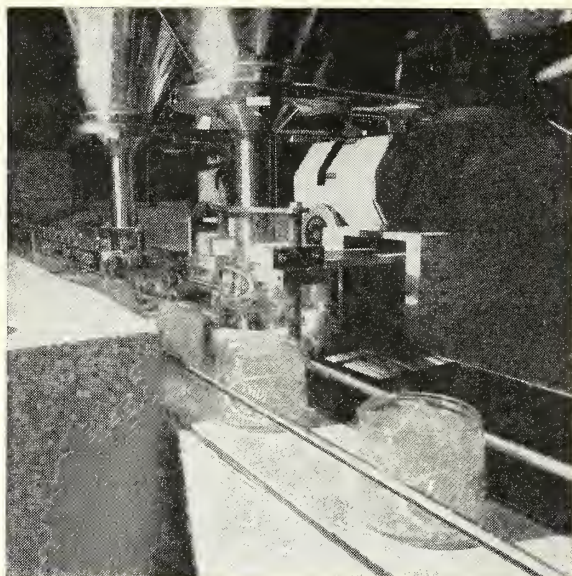
# The 5-millionth jar of Dippity-do goes on its way



Starting the Dippity-Do manufacturing process under way is Mr. George Robinson, managing director of Gillette Industries Ltd. Preparation and mixing is conducted in two stages. On the right of the picture is Mr. Dronzek, production manager.



Following the mixing a key process takes place—the 'cascade'. The Dippity-Do gel is piped from the initial making vats and 'cascades' into a storage vat. It is in the 'cascade' that the product achieves its attractive appearance with the bubbles in the gel.



From the storage vat the product is transferred to the filling section where the jars are automatically filled with the gel. At a later stage, on the same production line, the jars are capped and eventually packed in cartons.



Now that the manufacturing process has been completed the 5 millionth jar is taken from the production line by Mr. Frank Coniam, Toni product group manager. Looking on are (left) Mr. John Peters, director of Trade and Public Relations of Gillette Industries Ltd., and Mr. George Robinson.



FIVE million jars of Dippity-Do produced in the very short space of time since the product was launched spells success. So the Toni Company recorded on film the production of this important jar from the initial stage of product manufacture to its eventual purchase by a customer.

The normal white cap of the Dippity-Do jar was replaced by a glamorous gold cap on the 5 millionth and the ninety nine jars produced immediately afterwards.

The one hundred chemists fortunate enough to have placed an order coinciding with the time of the special batch are each receiving a gold topped jar plus a superb presentation set of a gold Paper Mate pen and pencil.



The 5 millionth jar is loaded onto the British Road Services lorry at Toni's Farnborough, Hants warehouse. It is on its final journey to the retailer who was fortunate enough to have placed an order at just the right time to 'catch' the first gold topped jar.



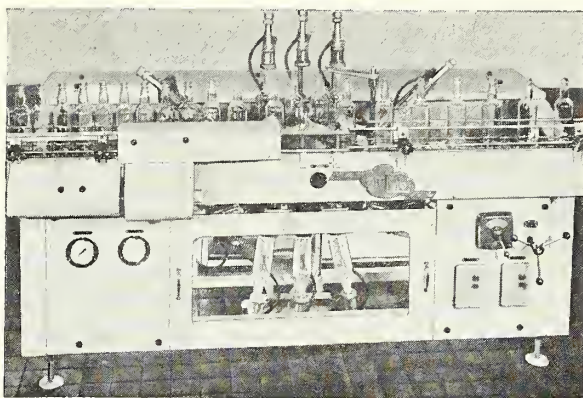
That retailer was Mr. A. Carlisle of Faversham, Kent, and he received from (extreme left) Mr. Denis Turner, Toni Area Manager, a cheque for £5 and a Paper Mate pen and pencil set. Also in the picture are Mr. Ray Cocks, Toni Representative, and Miss Peggy Waters, counter assistant.



At last the jar finds its way into the hands of the eventual user. The 5 millionth pack of Dippity-Do is purchased from the display by teenage shopper Miss Christine Towells. For selling the jar Miss Waters received a further cheque for £5.



**The Airline will dry clean  
your new bottles and jars.**



Mark I Airline air-cleaning unit  
(Similar to that recently supplied to the Toni Company).

To ensure that your containers are completely clean before filling, you would be wise to install an Airline on your production line. The containers are inverted and any dust or particles of glass chipped off in transit are blown out and collected in a filter bag.

For full details, write to:

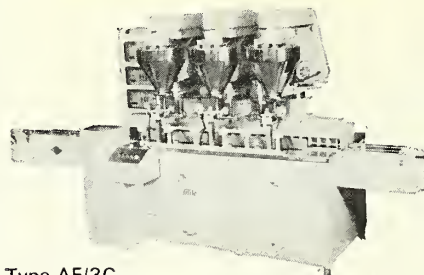


**Hills of Hull**

Beverly Road, Hull, Yorkshire.

**OVER  
5,000,000**

Jars of **Dippity-do** have  
been filled on an **Arenco-Alite**  
automatic filling machine



Type AF/3C

Latest addition to the Alite range

Fills up to 150 containers per minute  
to a high degree of accuracy for

**GELS, POWDERS, PASTES & CREAMS**

Manufactured by

**ARENCO-ALITE LTD**

PIXMORE AVENUE LETCHWORTH HERTS

Tel. 3965-9

## The Gothic Press Group

congratulate the Toni Company  
on the magnificent achievement  
of reaching the 5,000,000th sale  
of 'Dippity-Do'—with the promotion  
and merchandising of which they  
are happy to have been associated.

## The Gothic Press Group

Litho, Letterpress & Silkscreen printing

**WIRE & SHEET METAL DISPLAY MANUFACTURERS**



ONE of the great advertising arguments of the moment is whether a company can run the same advertising in different countries round the world. The real answer is that it is impossible to generalise: every case must be judged on the product in question and its marketing objectives.

Advertising agencies throughout the world like to feel that the advertising — particularly if it is successful — for the products they handle, was created by the agency: it is not unnatural that there is nearly always resistance to running advertising created in another country. S. H. Benson, Ltd., is proud to have been associated with the Toni Company in launching Dippity-Do in this country with an American commercial, which has become an outstanding example of the success that can be obtained with a foreign commercial: of course it is necessary that the rest of the marketing mix be conducive to the showing of such a commercial. Dippity-Do shows that it can be done. The commercial was certainly one of the most discussed and noticed commercials of 1966, and the sales graph tells the story of its effectiveness and success.

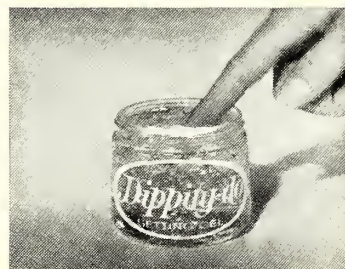
The story of how we came to use it is an interesting one. After a highly successful launch in both the U.S.A. and Canada, the Toni Company decided, in the Spring of 1965, to introduce Dippity-Do Gel into the U.K. We agreed that in view of the importance attached to moving quickly into the U.K. market, there wasn't time to do extensive consumer research. Looking at the information available from the States, we agreed it was likely that Dippity-Do would make its own market here: it was unlikely to be in direct competition to other wave setting products already on the market. You will already have read in the article on page 2, that in fact this is exactly what happened.

### Test Market

It was agreed that a test market would be necessary to test out what we had found from research over here and also the assumptions we had made from U.S.A. experience. This took place at the end of 1965 in the South-eastern half of the Southern Television area: there were considerable discussions at the time about the advertising medium to be used. Prior to Dippity-Do, television had not been used extensively for the advertising of women's toiletries, and women's magazines were certainly the more widely used medium for most products in this field. But bearing in mind the pattern and success of the advertising used for Dippity-Do in the States, and also seeing for ourselves the extent to which the image, excitement and fun of the product were reflected in the U.S.A. commercials, we decided that television would be essential for the launch of this product.

The decision which then had to be made, was whether to run the U.S.A. commercial, or to adapt it, or make a brand new commercial. The more we looked at the problem and at the product, the more we felt that the product and American advertising were intrinsically linked. It is, in fact, interesting to note that the product itself was originally the idea of one of Toni's agencies in the U.S.A. — the North Advertising Agency. The very feel of the product which was put over in the photography of the commercial and its accompanying soundtrack would be difficult to emulate. Certainly, we considered the possibility of putting on an English voice in place of the American soundtrack. There were innumerable discussions about whether an American voice would be resented and we did, in fact, experiment with the possibility of using an English voice; but we found what I think is now fairly obvious, that the rhythm of the soundtrack was linked to an American voice and immediately you substituted it for an English one, all the excitement and vitality left the commercial. Certainly the Toni Company and Bensons were worried about how an American soundtrack would be received but we agreed it was well worth using it in its original form in the test

# Dippity-do world-wide





*"Congratulations to  
The Toni Company on the sale of  
the five-millionth jar of  
'DIPPITY-DO'.*

*We are proud to have been  
associated with them and to have  
been given the opportunity of  
supplying the 'Dolly-Bags' they  
used in connection with the  
promotion of this product."*

**Morris Rubenstein International  
(U.K.) LIMITED**

**Piccadilly Hotel, London, W.1.**

**Telephone: Regent 3079**

*Premium Suppliers, specialising in Onpacks; Inpacks;  
Dealer Incentives; Self-Liquidators and free mailing offers.*

## **CONGRATULATIONS**

TO

## **THE TONI COMPANY**

ON A

## **BRILLIANT MARKETING**

## **ACHIEVEMENT**



**C&D**  
**CHEMIST AND DRUGGIST**

28 ESSEX STREET • STRAND  
LONDON W.C.2

## **Want to make an impression?**

## **Use a Taylowe pack Like the Toni Company**

Before your customers pay out good money for your product, they've got to be convinced it's the best there is.

Show them with Taylowe packaging.

Taylowe packs, smartly printed, expertly produced and eye-catchingly designed, add that subtle something that says "Buy Me".

Everywhere you see a good packaging job the chances are you're looking at one of our products.

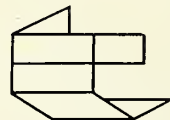
To find out how to get Taylowe's special kind of packaging skill working for you, call Maidenhead 23311, or write to us for samples and details of our services.

## **Taylowe Limited**

Lithographic Colour Printers and Folding Box Manufacturers

Malvern Road, Furze Platt, Maidenhead, Berks.

A member of the British Printing Corporation





market. If we found that we were building up resentment we would change it.

The commercial we used was one of the original American commercials although not the commercial that actually launched Dippity-Do in the States.

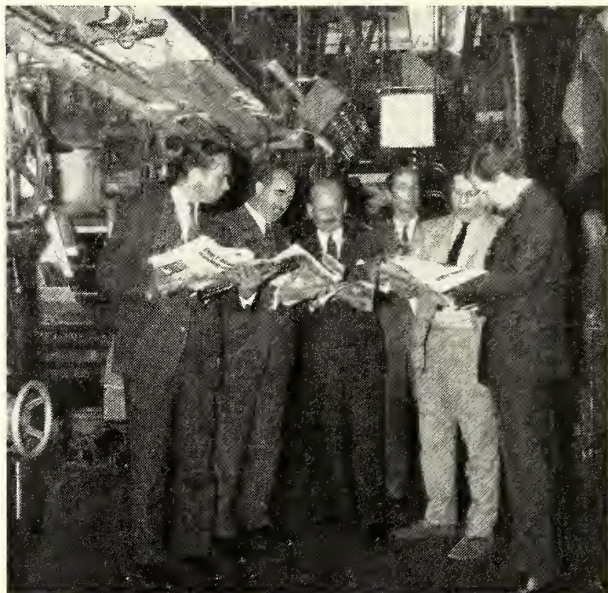
### *A Highly Successful Campaign*

The success of the commercial in the U.K. is now well known. Awareness and attitude checks to the advertising were carried out during the test market, and we soon realised that we had a highly successful campaign. We found that although there was some very minor resentment to the American voice, the sales figures spoke amply for the effectiveness of the commercial. Naturally we decided to use it exactly as it was for the national launch. As is now well known, the commercial was used extensively throughout 1966 with remarkable results — a new product established and a new market made.

When we came to plan for 1967, we were faced with a difficult problem. In the U.S.A. Dippity-Do advertising had moved on to tell a family story, i.e. Dippity-Do was right for all members of the family. The Toni Company and ourselves both felt that this would not be the right approach in the U.K.; we agreed that what we needed was a follow up to the launch commercial. At the same time, test marketing of the new Dippity-Do Hairspray showed that, supported by advertising, this product had considerable potential. Bensons were then faced with a tough assignment. To produce in the U.K. a commercial which had all the excitement and fun of the original commercial and still kept its American image: in addition it had to incorporate the hairspray. The result was the commercial which has been used so successfully during the first half of this year.

Having run two successful television campaigns for Dippity-Do it was essential that when we came to plan for the Autumn of this year, we produced advertising for Dippity-Do which was as exciting as that run in the past. What in fact we have done, is something which no other

manufacturer of women's toiletries or cosmetics has ever done before — that is to take all the advertising space in the first eight pages of one issue of *Woman's Own*. This spectacular advertisement appeared in *Woman's Own* on September 16 and already seems to have created the same impact and excitement for Dippity-Do as the television advertising had done in the past.



**A CONCENTRATION OF ADVERTISEMENTS:** Eight pages of *Woman's Own* under scrutiny at the printing works by Messrs. G. E. Brown (Group Advertisement Manager, *Woman's Own*), F. Coniam (Marketing Manager, Dippity-Do, The Toni Company), H. Dammers (Director of Marketing, The Toni Company), R. Chard (Media Group Head, S. H. Benson, Ltd.), C. Haines (Account Director, S. H. Benson, Ltd.), and D. Hughes (Brand Manager, Dippity-Do, The Toni Company).

## Salon-testing of Dippity-Do



WITH the Toni Company it is testing, testing, testing all the way. On another page a picture shows Dippity-Do being tested in the laboratory. And there are, of course, strict quality control procedures on the production line. But the Company recognise that it is the *final* testing—on the users' hair—that is most important of all. In this photo two of the fully qualified and highly experienced hairdressers employed by the Company analytically observe the product's performance on a user's hair in the well-equipped salon at the factory.

One of the considerations that must be taken into account is that Dippity-Do (and other Toni products) should meet the requirements of changing fashions, something that is as important as that of purely technical considerations. The Salon staff conduct a continuous programme of styling sessions to see that Toni is fully prepared to meet the future trend.



*Toni* choose just one magazine  
to spearhead their successful  
action-girl competition

# PETTICOAT

*The fashion and  
beauty colour  
weekly read by  
high-spending  
smart girls  
everywhere*

**PETTICOAT** is the "in" magazine among Britain's smart girls in their teens and twenties—the switched-on-set that spends more on fashion and beauty gear than any other.

**PETTICOAT** has fast acting, BIG-SPENDING readers ready to try everything new from a rinse to a ruffle cut!

**PETTICOAT** has an ABC figure of nearly 200,000 copies a week—and current sales are soaring well above this figure now that *Trend* has been incorporated.

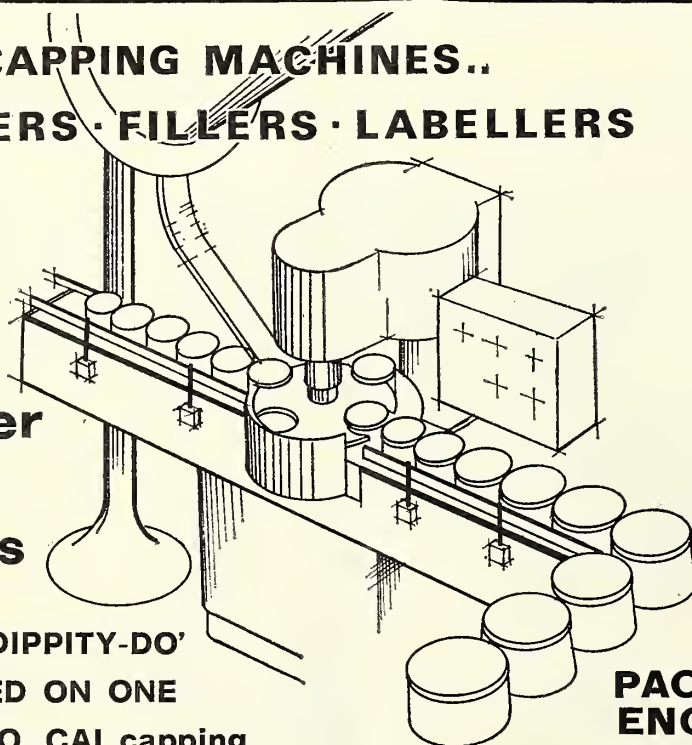


*Fleetway Publications Ltd., Fleetway House,  
Farringdon Street, London EC4.*

## DICO CAPPING MACHINES.. SEALERS · FILLERS · LABELLERS

**A feather  
in our  
CAPpers**

**5,000,000 'DIPPITY-DO'  
JARS CAPPED ON ONE  
OF OUR DICO. CAI capping  
machines**



# DICO

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Merchandise for counter use.



Free-offer "crown." Wire stand merchandiser.



Vacuum-formed counter unit.



## Promotions

A GOOD product, advertising, eye-catching display material are all important ingredients to launch and keep a product successful. But since the dawn of the 1960's a vital part of any product's marketing programme has been the offering of consumer incentives — whether they be in the form of banded packs, reduced price offers, premium offers or competitions. Dippity-Do has maintained a vigorous programme of such promotions which have been instrumental in taking it to the dominant position it holds in the hair setting agents market today.

Pictured here are some of the more recent promotions which have rung the bell of success, together with special display dispensers designed to show the product to its best advantage in the chemist shop.

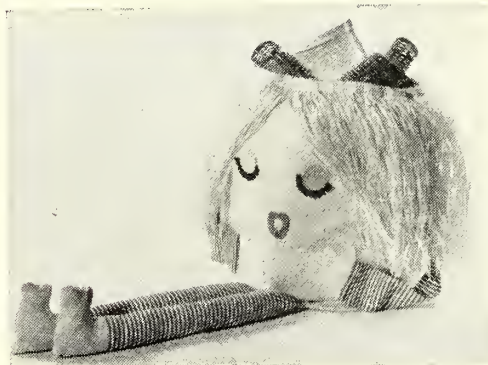
1. With its particularly strong appeal to the younger woman, a promotional tie-up with the leading new weekly magazine for teenagers, 'Petticoat', was a natural. During the past summer months the Dippity Do Action Girl Competition has been open to readers of Petticoat who send in their entry forms with proof of purchase of the product. The main prize is an outstanding Op-Art Mini, painted in bright, bizarre colours which was specially selected for its appeal to what is termed the "Swinging Generation".

2. This attractive wire stand merchandiser was developed for the national launch of Dippity Do.

3. It's a safe bet that all potential Dippity-Do users — that's virtually all women — will be using rollers to set their hair. And if they use rollers they need something to keep them in. With this in mind Toni offered purchasers a premium of an attractive and highly original Dolly Roller Bag in the early part of this year. As can be seen from the picture the company were capitalising on the current fad for off-beat cloth toys — or gonks — and of course the promotion was a tremendous success, with demand outstripping supply at one point.

4. A promotion which has given the Toni Company a double benefit has been the very recent offer of a free mini pot of Dippity-Do banded with Dippity-Do hairsprays. For the regular purchaser of hairsprays it was an offer giving significant value for money. And for those hairspray users who do not yet use Dippity-Do gel it was a chance to sample the product free. It was a particularly attractive offer for the holiday season for it provided holidaymakers with a complete and convenient hair care kit at a very reasonable price.

5. One of the most successful display units for Dippity-Do made use of the latest techniques in vacuum forming. Not only does this stand provide an attractive and convenient display for chemists but it also solves many of the breakage problems that might occur in transit because it gives the jars added protection.



Dippity-Do roller bag.



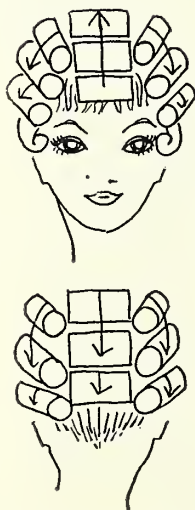


## CALLING ALL COUNTER ASSISTANTS

# Double Exposure

CONFIDENCE in what you are selling is the very best retail story, and the chances are you and Dippity-Do are already going steady. But for the few yet uninitiated, here is one versatile party hairstyle which, with the help of Dippity-Do, does double duty, depending on the mood that fits: do you feel like purring prettily, or being the best-groomed sophisticate in the room? And don't think, because you've got short-cropped hair, that you're out of the running, for you can simply add a hairpiece and dress as instructed for long hair!

PEEK-A-BOO: There was a little girl and she had a little curl, and from then on the party revolved round her! As you can imagine, this is a style which sets the action in motion . . . tantalisingly appealing to any party-goer . . . and, of course, to her man! To get the same effect, set as indicated, using plenty of Dippity-Do to keep the curls crisp and firmly in place, come what may. TO DRESS OUT: Brush the hair through, comb the fringe forward, then sweep the rest of the hair into a ponytail at high-crown level.



Fasten with an elastic band or one of the patent ponytail combs (for short hair fix the hairpiece to the crown of the head) then dress as follows:— Divide the top hair into sections and backcomb each one. Frond gently into open coils with the ends flicking up as shown, taking care to place that all important 'femme fatale' curl on the cheek.

BELLE OF THE BALL: Ring the changes from the seductive to the selective: The world's your oyster when you hit the scene in this sophisticated hairdo. Set as indicated before, using plenty of Dippity-Do to keep the line smoothly in place (or add a hairpiece).

TO DRESS OUT: Work as before; divide hair into sections, backcomb each one, then curve into giant loops, securing the ends with hairpins. Work until all the tail has been curved into a neat cap of curls, with perhaps a couple of ends flicking out to balance the height.

## IMPORTANT MOVE FOR TONI

AT the beginning of September an important reorganisation within the Gillette group of companies took place. As a result, the Toni Company will be able to provide their customers with an even better service than hitherto.

As from that date the sales office was transferred to 101 Syon Lane, Great West Road, Isleworth, Middlesex (telephone 01-568 0331), manufacturing to the group's Reading

plant. Warehousing and dispatch remains at Farnborough, Hants. The company stress that it will facilitate the prompt handling of all orders and correspondence if in future they are directed to the address given above for the Sales Office.

The location of the Sales Office at Isleworth will enable The Toni Company to take advantage of facilities provided by the advanced computer installation there which, in turn, will benefit chemists by enabling Toni to improve even further the efficiency and speed with which they deal with orders.

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## Congratulations

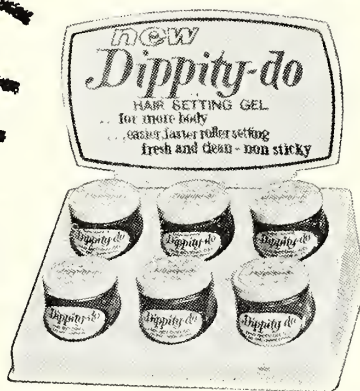
to the **TONI COMPANY** on the  
sale of their **FIVE MILLIONTH**  
pack of *Dippity-do* gel !

We at **P. M. CRAFTS LTD.**, are proud to have  
assisted in this promotion. Our production of  
specially designed **DISPENSER UNITS** have  
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display and a direct contribution to successful sales. . .

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For *Toni's*  
fabulous  
5-million  
seller

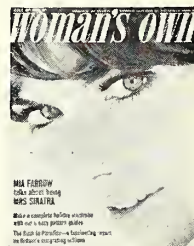


The biggest-ever *Toni*  
advertising spectacular –  
in *woman's own* exclusively

Now Toni takes the first five advertisement spaces in *woman's own* to promote Dippity-do Hair Setting Gel and Dippity-do Hair Spray. This high-impact Toni campaign, in the issue dated September 16th, is the biggest hair care advertisement spectacular ever to appear in *woman's own* and represents a dynamic breakthrough in selling to the magazine's 7,272,000 women readers.

Toni is also the first advertiser to profit from the exclusive *woman's own* tipping-in service, a new research facility which enables advertisers to test the selling potential of advertisements before they actually appear in the national run. Stock and display Dippity-do Hair Setting Gel and Hair Spray — and look forward to spectacular selling success.

Readership figures: IPA/NRS July 1966-June 1967



what women see in *woman's own* they trust—and buy!